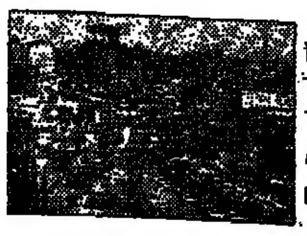

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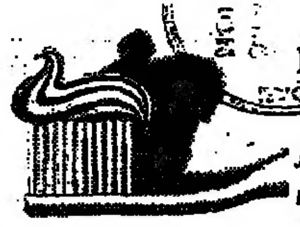

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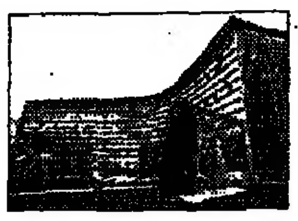

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FINANCIAL TIMES

Europe's Business Newspaper

MONDAY JULY 12 1993

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Merck president quits after seven months in the job

Richard Markham, president of Merck, the world's largest prescription drugs group, has resigned unexpectedly after just seven months in the post.

The 42-year-old Markham, who was also Merck's chief operating officer, was widely viewed as heir apparent to the company's chairman, Roy Vagelos. The move surprised analysts who suggested there was nothing in the company's recent performance to account for it. **Page 15**

Move to break trade logjam: Germany, in advance of today's resumption of the long dormant Uruguay Round of trade liberalisation talks in Geneva, has suggested channelling European Community funds to French farmers to win France's support for an agreement cutting farm subsidies. **Page 14; Tokyo claims advantage in numerical targets battle, Page 4; Editorial Comment, Page 13; Samuel Brittan, Page 13**

Debt talks may restart: Olympia & York USA is close to resuming talks with creditors on restructuring its US$5.3bn debt after settling disputes relating to its board of directors and other issues of corporate governance. **Page 15**

Segni looks to fight for middle ground

Mario Segni (left), leader of Italy's referendum movement, is expected to join forces with the cross-party Democratic Alliance movement this week in a union that could form the basis for a broad-based party capable of challenging the majority Christian Democrats for the political middle ground. Segni broke away from the Christian Democrats this year. **Page 14; Further arrest in water inquiry, Page 2**

Denktash set to meet Nadir: Fugitive businessman Asil Nadir was due to meet north Cypriot president Rauf Denktash last night. The meeting comes amid further signs that the island government is co-operating to block the efforts of the administrators to Polly Peck International, Mr Nadir's former company. **Page 14**

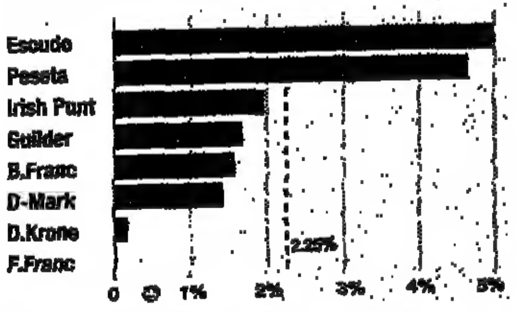
Disaster area grows: The US government declared 44 more Missouri counties disaster areas, adding to the six-state area in the Mississippi basin that has been devastated by floods. **Page 3**

Aluminium Company of America, world's biggest aluminium producer, has reported a 21 per cent drop in second-quarter net income before special charges. **Page 17**

Thatcher backs referendum: Splits in the ruling Tory party over Europe resurfaced as Baroness Thatcher, the former prime minister, said she would back attempts to win a referendum on the Maastricht treaty. **Page 5**

European Monetary System: The main focus in currency markets this week will be on the French franc which came under strong selling pressure in the European exchange rate mechanism last week. The franc is now at the bottom of the ERM grid. More importantly, its divergence indicator, which is a technical way of measuring a currency's value in the system, was registering minus 71 percentage points on Friday night. When a currency falls to minus 75 percentage points it is generally assumed that ERM central banks will intervene in the foreign exchange markets to support the ailing currency. **Currencies, Page 25**

EMS: Grid July 9, 1993



The chart shows the member currencies of the exchange rate mechanism measured against the weakest currency in the EMS's narrow 2.25 per cent fluctuation band. In practice, currencies in the narrow band cannot rise more than 2.25 per cent from the weakest currency in that part of the system. The Spanish peseta and Portuguese escudo operate with 6 per cent fluctuation bands.

Economic union agreed: Belarus, Russia and Ukraine, the three former Soviet republics which created the Commonwealth of Independent States, have pledged themselves to a close economic union. **Page 2; The shadow of G7 feast, Page 2**

Russian roulette death: A former French rugby union international, Armand Vaquerin, shot himself dead while playing Russian roulette in a bar in the southern town of Béziers.

Bronfman sales: The troubled business empire controlled by Toronto's Bronfman family is making further disposals, selling its controlling interest in Consumers Packaging, Canada's biggest glass container maker, and a 50 per cent stake in a British Columbia paper mill. **Page 17**

Prost wins: Frenchman Alain Prost, in a Williams-Renault, won the British Grand Prix at Silverstone to increase his lead in the world drivers' championship. The other Williams-Renault driver, Damon Hill of the UK, was forced to retire with engine trouble when leading the race.

Visa plans small payments cross-border service

By John Gapper, Banking Correspondent, in London

VISA INTERNATIONAL, the credit card group, plans to launch a new service allowing individuals and small companies to make payments across borders in Europe next year, after testing the idea with a group of banks in 10 countries this autumn.

The Visa transfer system, which will compete with the Swift system established by European banks 16 years ago, comes amid signs of growing competition in the hitherto small market for low value cross-border payments.

Visa is to use its existing data network that allows member banks to debit others for credit card payments. Banks will for the first time be able to credit accounts in other countries through the network, and so make cross-border payments.

Individuals will be guaranteed safe transfer of sums from their own account to any other European bank in the Visa network within six days.

Charges and currency exchange rates will be set by the transferring bank.

Visa will charge the transferring bank for each transaction, and believes it can undercut transfer prices set by Swift for its network based in Brussels. Swift is working on plans to reduce its prices through bulk transfer of small sums.

Banks have been under pressure from the European Commission over high costs and long delays faced by people attempting to transfer money across borders. The Commission believes this is hindering the development of the single market.

However, banks have started to compete more strongly for low value payments – defined by Visa as below Ecu2,500 ($2,870). Although only 1 per cent of non-cash payments currently cross borders, this is expected to grow.

Visa believes its transfer services will mainly attract individuals, but it also plans to gain business from small companies such as retailers making value added transfer tax refunds to customers in other countries.

Mr Patrick Bowden, Visa's European marketing director, said the company believed there was "an excellent opportunity" to provide a cheaper, clearer and more reliable service than individuals are currently offered by European banks.

Mr Bowden said the Visa service would probably allow most payments to transfer within four

Continued on Page 14

Programme to focus on fight against poverty

World Bank plans to halt decline in quality of projects

By George Graham in Washington

THE WORLD BANK will today unveil a strategy to overhaul its management priorities and halt an alarming decline in the quality of projects in its loan portfolio.

The move is in response to a growing debate over the effectiveness of the world's multilateral development banks, the US in particular pressing for more effective use of its contributions.

Executive directors representing the Bank's shareholder countries agreed last week on a programme, entitled Next Steps, to remedy some of the problems highlighted last year by an investigative taskforce chaired by Mr Willi Wapenhans, a former senior Bank official.

Representatives from the Group of Seven leading industrial nations rejected an earlier draft of the programme as inadequate. But during three days of board meetings last week the directors agreed that the document is now "as close as we are going to get", in the words of one official.

The programme, coupled with moves to improve the transparency of the World Bank's operations by increasing disclosure and instituting an independent inspection panel, could have far-reaching effects on the way the Washington-based development institution does business.

Next Steps attempts to shift the World Bank's focus away from how much money it lends each year towards its mission to reduce poverty in the developing world, through changes in review processes and career incentives.

There will in future be more emphasis on detailed country reviews which will provide a framework for individual project loans. Promotions will also be based on how well projects perform, and not, as in the past, on the number and size of loans negotiated by staff.

"While commitment levels and the size of resource transfers cannot be ignored, the ultimate test of the Bank's operations is the performance of Bank-financed programmes, including their long-term development impact on our clients and particularly on the poorest segments of their populations," Next Steps says.

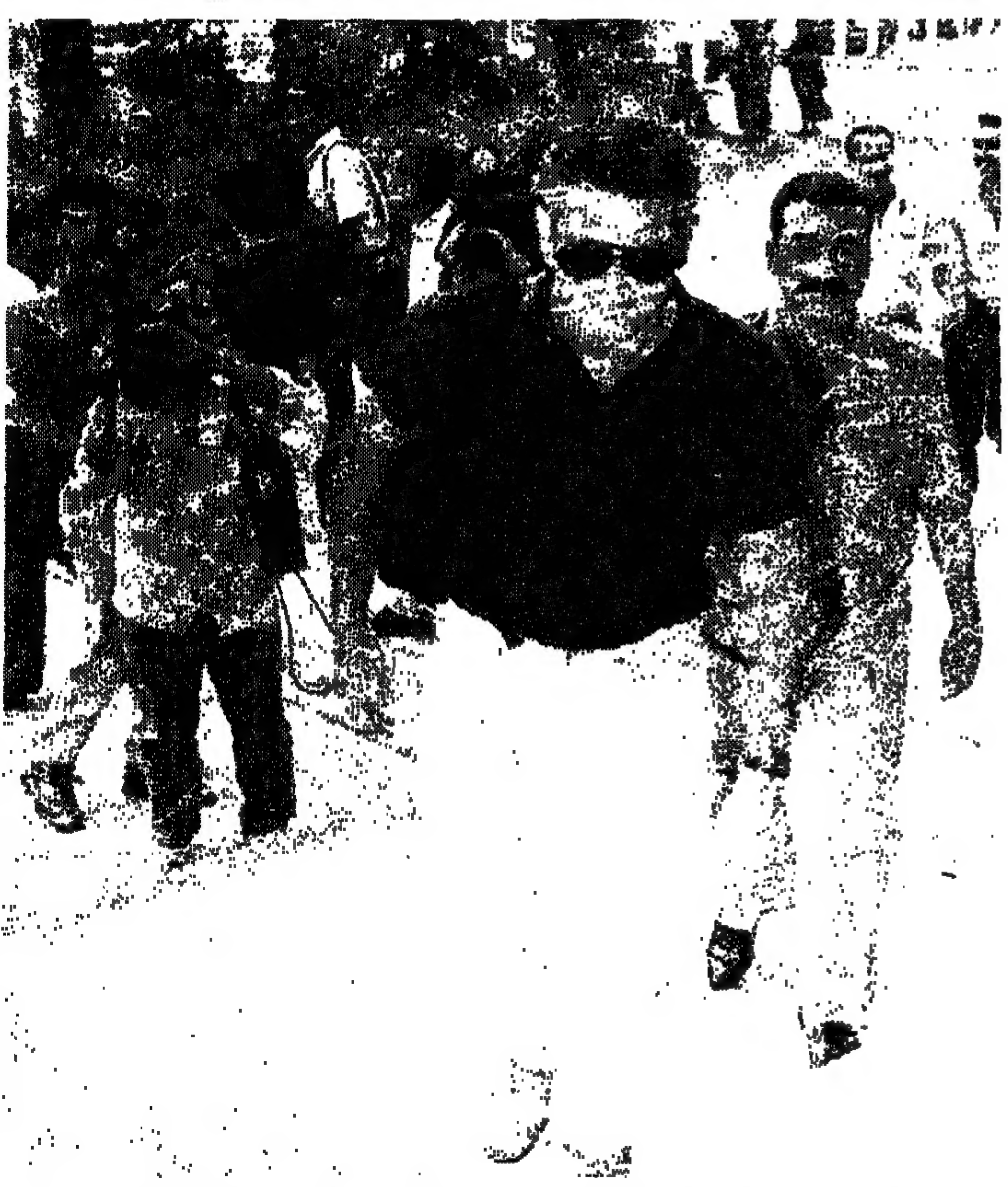
The Wapenhans report revealed problems with follow-through on loans: the proportion of projects in the World Bank's $138bn portfolio showing big problems nearly doubled from 11 per cent in 1981 to 20 per cent a decade later. Projects were taking an average of 2¼ years longer to complete than Bank staff estimated at the outset.

Environmentalist groups have criticised Next Steps for focusing too much on financial accountability and too little on improving the actual development impact of the Bank's lending.

Discussions on disclosure during last week's board meetings also made considerable progress, and a final document will be prepared over the summer. The creation of an inspection panel has proved more controversial, but a final paper is expected to be drafted by the World Bank's annual meeting in September.

Executive directors are leaning towards an appeals commission to respond to complaints from groups, such as local citizens, environmental and human rights groups, but insist the commission must be answerable to the board.

UN inspection team flies out of Iraq



Iraq yesterday sustained its defiance of United Nations weapons inspectors by refusing to allow equipment at two missile testing sites to be sealed.

A UN team led by Mark Silver, pictured in Baghdad on Saturday, spent less than 24 hours in the country before flying back to Bahrain after failing to persuade the Iraqi authorities to allow switches at the two sites to be sealed with wax. Iraq's refusal brings closer the threat of a UN-backed strike against its military sites. Report, Page 4

Bosnia's presidency supports federation

By Laura Silber in Belgrade

BOSNIA'S collective presidency said yesterday they had agreed on the outline of a plan to create a federation out of the war-torn republic as the chief UN relief official warned that humanitarian operations in Bosnia were in jeopardy.

"They [presidency members] agreed the constitutional make-up of Bosnia-Hercegovina should be along the lines of a federal state in which all citizens of three nationalities will have equal rights," said a statement read out by Moslem vice-president Ejup Ganic after the talks in Zagreb, the Croatian capital.

The announcement, agreed after two days of debate, is likely to be rejected by Serb and Croat leaders, who have eagerly backed the republic's ethnic partition.

The Bosnian plan rejects the principle of ethnic division and says provinces would have to be worked out on economic lines.

Serb leaders at the weekend reiterated warnings that the Moslems will be left with "nothing" if they reject a three-way partition.

Moslems have opposed the division of Bosnia fearing that it will leave them in isolated reservations that are not economically viable.

Most of the 10-member presidency have opposed the Serbo-Croat plan to partition the

Continued on Page 14

Finance ministers to hear UK defence over budget deficit

By Lionel Barber in Brussels

MR Kenneth Clarke, the UK chancellor of the exchequer, will today mount a defence against charges from his European Community partners that the British government is overestimating the impact economic growth will have in curbing its £50bn ($75bn) budget deficit.

The charges are likely to surface at a meeting of EC finance ministers in Brussels today. Mr Clarke is due to present Britain's plans for bringing its economy into line with the criteria for economic and monetary union in the Maastricht treaty.

However, some ministers may pull their punches to avoid further disharmony given renewed tensions in the European exchange rate mechanism and weakness of the French franc.

The franc could face more pressure in the foreign exchanges this week as traders try to test the strength of Franco-German monetary co-operation.

Last week the Bank of France intervened to support the franc, but the operation failed to stop the French currency falling below FFr3.40 to the D-Mark, little more than 3 centimes above its ERM floor of FFr3.433. The fall came as French short-term interest rates rose sharply. On Friday they were above German money market rates for the first time in nearly two months.

If the franc's decline continues, the markets will be watching to see if the Bundesbank comes to its rescue, allowing German monetary policy to be swayed by speculators, or whether it ignores the French currency's plight.

The European Commission makes no secret of its desire for the British pound and Italian lira to return to the ERM. Britain's floating exchange rate policy and the fact that it can expect higher economic growth in 1993 and 1994 compared to its EC partners may have coloured debate over its "convergence" plan.

During a recent meeting of the EC's secretive monetary committee, comprised of senior Treasury and central bank officials from the 12 member states, several members challenged the UK government's contention that more than two-thirds of the budget deficit was due to cyclical economic factors, and would therefore recede with economic recovery.

Others complained UK forecasts of a cut in the deficit from 8 per cent of gross domestic product this year to 3.75 per cent in 1997-98 still left the deficit above the Maastricht target of no more than 3 per cent.

The Ecofin meeting is also expected to discuss Commission plans to improve multilateral surveillance of member states' economies, possibly through common rules for drawing up convergence plans; the Group of Seven summit in Tokyo; and a possible successor to Mr Jacques Attali at the European Bank for Reconstruction and Development.

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stria	Sch30	Germany	DM3.30	Malta	Lm0.60	Singapore	S$4.10
hrain	Din1.250	Greece	Dr300	Morocco	MDh13	Slovak Rp	KSL45
lgium	BFr60	Hungary	Ft172	Neth	Fl 3.75	Slovenia	SLT220
lgaria	Lw25.00	Iceland	IKr215	Nigeria	Naira45	South Africa	R12.00
atia	HRD5700	India	Rs40	Norway	NKr16.00	Spain	Pta210
rus	C£1.00	Israel	Shk5.90	Oman	OR1.50	Sweden	SKr15
ch Rp	Kcs45	Italy	L2700	Pakistan	Rs35	Switz	SFr3.20
nmark	DKr15	Jordan	JD1.50	Philippines	Pso45	Syria	S£50.00
pt	E£4.50	Kuwait	Fils600	Poland	Zl 22,000	Tunisia	Din1.250
land	FM12	Lebanon	US$1.25	Portugal	Es215	Turkey	L8000
nce	FFr9.00	Lux	LFr60	Qatar	QR12.00	UAE	Dh11.00

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LONDON · PARIS · FRANKFURT · NEW YORK · TOKYO

Slav states pledge economic union

By John Lloyd in Moscow

BELARUS, Russia and *Ukraine, the three former* Soviet republics which created the Commonwealth of Independent States, have pledged themselves to a close economic union designed to knit together once more their devastated *economies*.

The agreement was announced at the weekend as waves made by the Russian parliament's decision on Friday to declare Russian ownership of the port of Sevastopol in the Ukrainian region of Crimea subsided, at least for the *moment*.

Ukrainian leaders appeared pacified yesterday by comments from Mr Boris Yeltsin on his return from the Group of Seven summit in Tokyo. The Russian president said he was "ashamed" of the decision.

The prime ministers of the three Slav states signed a "declaration on economic integration" which commits them to an economic treaty by September 1. This would sweep away both formal and informal barriers to trade, permit citizens of all three countries to live, work and buy property in the others and propose new institutions for developing a "common economic space".

Mr Victor Chernomyrdin, the Russian premier, hinted that the agreement would go "much further" than mere economic union – a possible reference to a clause in the declaration which says that "the governments proceed from the fact that economic integration cannot be effective in isolation without a wider, multilateral mutual action in the political, defence and legislative areas".

However, the agreement faces a number of hurdles before it can be taken at face value, not least that it is one among many such declarations which have barely addressed the growing distance between the members of the CIS.

It is only an agreement to agree – at the mercy of a worsening of relations between the *states over the next few weeks*, especially between Ukraine and Russia.

The union reunites the original signatories of the CIS agreement in December 1991 but leaves out the other seven *members, especially the* Central Asian states of Kazakhstan, Uzbekistan, Tajikistan and Kyrgyzstan, all of which have clamoured to remain in the group.

Mr Vyacheslav Kebich, the Belarussian *prime minister*, denied that the non-Slav peoples had been left "out in the cold" but the declaration itself specified "certain conditions" which would be attendant on their joining the new "union within a union".

Mr Alexander Shokhin, the Russian deputy prime minister, said that a condition of membership was that the participating states should not be members of any other such union. However, the Central Asian states have already *formed* their own "common market".

Russia lurks in the shadows of G7 feast

By Leyla Boulton in Tokyo

RUSSIA emerged at last week's Tokyo summit as an intrusive *but inevitable presence at* Group of Seven gatherings as it struggles to switch from frightening superpower to market-based democracy.

The bearish figures of the two Borises – President Boris *Yeltsin and his equally tall* finance minister, Mr Boris Fyodorov – stood out in sharp contrast to their slight Japanese hosts in a vivid double act combining both the old and the new Russia.

While Mr Yeltsin used his talent for plain speaking to push for better access to western markets, the younger Mr Fyodorov reassured his western counterparts they have a solid interlocuter who knows the details of what further economic reforms involve.

Mr Yeltsin, despite joking at a *final news conference that* he would not be allowed back into Russia if he returned the disputed Kurile islands to Japan, did little to mend fences with Tokyo. But he said he was prepared to discuss the sovereignty issue on a long-delayed bilateral visit in October.

Western leaders, confirming more than $43bn in aid and loans for Russia, treated the Russian leader with a mixture of tact and caution.

Mr Yeltsin was immediately *invited to next year's G7 gath*ering in Naples. As President Bill Clinton put it, Russia was of crucial political significance even if it did not yet qualify to become a full member.

The problems of other for*mer Soviet republics could not* help but follow Mr Yeltsin to Tokyo.

However, Mr Andrei Kozyrev, the foreign minister, was relaxed enough to talk, if only to comment on the various crises breaking out in the former Soviet Union.

He announced, for instance, *that Russia wanted United* Nations peace monitors to help Russian troops impose a settlement on the southern republic of Georgia and separatist Abkhaz rebels accused of receiving support from Russian troops out of Moscow's control.

This followed an appeal for humanitarian assistance sent to the G7 summit by Mr Eduard Shevardnadze, the Georgian leader, whom many G7 politicians know personally from his days as Soviet foreign *minister*.

But most worrying was Ukraine, whose President Leonid Kravchuk asked the G7 on the eve of the summit not to forget economic assistance to the second most powerful *republic after Russia. While Mr* Yeltsin was in Tokyo, it made new threats not to give up its nuclear weapons as required by the Start 1 disarmament treaty which the US and Russia wanted to ratify.

In an attempt to make it feel less excluded, Presidents Clinton and Yeltsin said they *would offer Ukraine a "trilat*eral deal" to encourage it to stick to earlier plans to become a nuclear-free state.


Georgian soldiers try to stop refugees getting on to a military aircraft at Sukhumi airport to flee the besieged city. Government forces broke an Abkhazian separatist blockade on Saturday

Regional jostling ties up Yeltsin assembly

John Lloyd looks at new wrangling over a constitution for Russia

RUSSIA'S constitutional convention starts a new session today that seems certain to continue and deepen the fissures in the country's power structure over the future form of the state.

A new text of the constitution has been produced in the last few days by the convention's working group, a copy of which has been obtained by the Financial Times.

Like its predecessors, it is replete with rights and freedoms for the citizens of Russia, and is careful in many *instances to emphasise* the break between the formal documents of the Soviet era and the present-day intention to underpin the rights of a free people within a democracy.

However, the contentious parts of the draft constitution are not, for most people - except the die-hard communists who have their own document proposing a return to the dictatorship of the proletariat - the *promulgation of* human and civil rights. Instead, they lie in the competing powers and responsibilities of the federal centres and the regions and republics within the Russian federation.

It is the republican and regional leadership that Mr Boris Yeltsin, the Russian president, relied on when he bypassed parliament to bring together the convention - largely made up of regional representatives. However, though *this has*, for the moment, shifted the struggle from a forum in which he could not hope to gain assent to one better disposed towards him, he now runs up against the jealousies and fears of leaders who are trying to safeguard their own and their peoples' interests at a time when the centre seems to bring only inflation and taxes.

The response of the republics and *regions* has been to demand more and more autonomy. And, because earlier drafts favoured the republics over the regions (the republics marked ethnic territorial units reflecting the imperial nature of Russia's expansion in the 19th century), the latter are now declaring themselves republics in order to claim extra rights.

In the latest draft there has been a conscious effort to equalise the treatment of the "subjects of the federation".

For example, a small insertion in one clause gives the regions and the republics the right to make "laws", the scope of which is not defined, while another allows the possibility of accession to the federation by means of a separate treaty – thus opening the possibility of bringing in Tatarstan, the powerful republic which has always demanded special treatment.

At the same time, the drafters believe, anomalies have been ironed out of the relationship between the president and *the parliament - with the presi*dent in the superior position but with parliament having greater power than previously envisaged in initiating legislation and in deciding on the composition of the government.

An earlier clause which appeared to suggest that the *president was the highest* court in the land has been clarified to read that he will seek to arbitrate in disputes between the centre and the regions, or between the regions themselves - but if he fails, the case will revert to the courts.

However, the differences among the regions and republics appear to be too great to enable agreement today, or in the near future. The republics resent being reduced to the level of the regions: the regions will tolerate nothing less: all resent the special status of Tatarstan. Mr Sergei Shak*harai, the deputy premier who* has been the driving force behind the Convention on Mr Yeltsin's side, said at the weekend that "we should adopt an interim constitutional agreement instead" – a view shared by Mr Sergei Filatov, Mr Yeltsin's chief of staff.

See editorial comment, P.13

The most likely timetable now appears to be that a two to three week period will elapse in which the regions and republics consider the draft and make their views felt; in the likelihood that no compromise will be possible among them, there should be an attempt to adopt an interim constitutional agreement and an election law, allowing elections to a new parliament which – unlike the old Soviet era assembly – would have the credibility and the mandate to *agree the legal basis of the* state.

Mr Anatoly Sobchak, the influential mayor of St Petersburg and himself a lawyer, said in an interview with the Interfax agency that elections should be held at every level so that the system can renew itself as far as *possible and so that the legisla*tive assemblies across the Russian land mass "reflect the true balance of forces in the country".

With these forces still gathering and feeling their strength, unsure of their own and others' limits, and inexperienced in the interplay of *democratic struggle* – the constitutional process in Russia could be prolonged, perhaps dangerously so.

Further arrest in Italy mineral water inquiry

By Haig Simonian in Milan

ITALIAN police have detained Mr Ettore Fortuna, chairman of the country's *mineral water* industry association, on allegations of paying illegal political contributions.

His arrest follows similar charges on Friday against Mr Bruno Mentasti, managing director of the popular *San Pel*legrino brand, and Mr Giuliano De Polo, chairman of San Benedetto, and the arrest this month of Mr Carlo Violati, the former chairman of the Ferrerelle brand. Mr Violati allegedly paid L200m ($130,000) to speed Health Ministry investigations into the quality of his company's water.

The bubble burst for all four men after magistrates began interrogating Mr Giovanni Marone, the secretary of Mr Francesco De Lorenzo, the former health minister. According *to Mr Marone's testimony*, which has been widely leaked, Mr Fortuna paid about L250m to facilitate the introduction of new European Community mineral water standards into Italy.

The arrests *reinforce allega*tions that the Health Ministry was one of the most lucrative sources of funds for Italian politicians.

Mr De Lorenzo, who resigned in February after allegations of a *jobs-for-votes* scam in his native Naples, has since been told by magistrates he is under investigation for a string of alleged kickbacks and alleged illegal political contributions.

Among those arrested so far *following* testimony from Mr Marone are a number of top drugs company executives and executives from some of Italy's biggest advertising and public relations companies.

All are accused of paying *kickbacks to the ministry* to influence drugs policy or win business on Italy's big anti-Aids campaign.

● Mr Renato Marnetto, a former finance director of the state-owned Eni energy and chemicals group, *is reported to* have told magistrates that the company paid $20m to the Libyan government to prevent the full nationalisation of its assets in the 1970s.

The allegations, which come from normally reliable leaked testimony, claim the money was paid to Mr Abdessalam *Jallud, second* in command to Libya's leader, Colonel Muammer Gadaffi.

Balladur bonds success is 'vote of confidence'

By David Buchan in Paris

FRENCH Prime Minister *Edouard Balladur yesterday* confirmed that his special bond issue, linked to privatisation and designed to promote economic recovery, had brought in FFr110bn ($19.3bn) or nearly three times its target.

"A few months ago, the French gave us their votes," Mr Balladur said in reference *to his March election victory*, "and today they are entrusting us with their money." He claimed that the threefold oversubscription of the loan was "an exceptional sign of confidence" in the government.

But the fact that the "Balladur bond" issue has brought in far more money than any pre*vious state borrowing is also* due to its special advantages. These give subscribers preference in buying shares in companies which are to be privatised from this autumn, and enable them to switch from money market funds into tax-free share savings plans.

So, although the four-year Balladur bonds carry an interest rate of 6 per cent a year, the real cost to the state – and corresponding advantage to the bond's subscribers – is put by analysts at 7 per cent or more.

The original target for the bond issue had been set at FFr40bn. In an interview yesterday with Journal de Dimanche, the prime minister said he would use the "surplus" of some FFr70bn to "support business activity and to *reduce the public debt", for* example by repaying companies the value added tax refund they are owed by the state more quickly. This speedier VAT refund had already been announced by the government, however.

The prime minister said the bond issue's success and the *lowering of interest rates had* both safeguarded the state's welfare system and held the prospect of lower unemployment in coming months. It was therefore time, he said, for the French to stop worrying about the future by spending less and saving more. "They should realise that precautionary saving is now less necessary and that they can consume more."

Russian ship tied up in web of creditors' claims

By Ronald van de Krol in Rotterdam

FOR 13 months, the Russian cargo ship Kapitan Kanevskiy *has* been chained to the quayside in Rotterdam harbour while lawyers argue in court about $4.4m in unpaid bills for the delivery of children's and women's clothing to the former Soviet Union.

The ship, operated by the St Petersburg-based, state-owned Baltic Shipping Company, was impounded *in June last year in* what is believed to be the first seizure of Russian physical assets over a payments dispute with western creditors.

The dispute is a minefield of complexities, raising difficult *questions about the ownership* of property and assets under the old communist system and whether they are applicable today. The details centre on the non-payment of goods in the crucial years 1990 and 1991, *when the Soviet Union* collapsed in chaos and gave way to the Commonwealth of Independent States.

The case is arousing interest in the Netherlands, where at least 50 other companies with*out export credit insurance* are waiting to be paid for Fl350m ($185m) worth of goods supplied during this period.

Now the fate of the Kapitan Kanevskiy is starting to win attention abroad.

Alfred C. Toepfer, *the* German commodities trader, filed a petition in Rotterdam last week asking for permission to "arrest" a ship of the Russian Federation as part of its dispute with the Russian authorities about non-payment for deliveries of cigarettes, personal care products and other western goods in 1990 and 1991. No date has yet been set for the court's ruling.

The lawyer for the plaintiff in the Dutch case, a small Amsterdam-based trading company called Pied-Rich BV, maintains that the court battle could have implications for *other non-Dutch* creditors holding Russian claims.

The proceedings raise questions about property rights under communism

"The Dutch laws on attachment are very liberal, meaning that a US company could have Russian property arrested in the Netherlands even if the claim does not involve the Netherlands," Mr Ton Steinz, of the Amsterdam law firm Steinz and Van der Veen, said.

Pied-Rich's dispute is not with its Russian customers or with the Russian shipping company but with the Russian state. It says the former Soviet Ministry of Merchant Marine guaranteed in 1990 it would act as the vehicle for paying the Russian customers' bills. This was agreed as part of a wider arrangement whereby the Dutch company was committed to finding cargo business for Baltic.

When $4.4m in bills for 1990 and 1991 were not paid, the Dutch company petitioned a Rotterdam court to have the Kapitan Kanevskiy, valued at some $16m, impounded in Rotterdam harbour. The ship has been under "protective arrest" since June 14 1992.

In court documents, lawyers for the Russian Federation accuse the Dutch company and its lawyers of abusing Dutch laws on property seizure and of attempting to use "blackmail" to get the Russians to settle their debts.

They say the impounding of the ship has already cost the *company Fl1.75m in direct* costs as well as at least Fl3.5m in lost revenue.

The 13th lawsuit associated with the main legal case was heard in a municipal court last week. The proceedings turn partly on whether the ship can be considered Russian state property, raising a host of questions about property rights and leasing under the old communist system.

The main legal case, which centres on whether the ship can be sold at auction if the debt is not repaid, is expected to drag on into 1994.

A parallel arbitration case is pending in Moscow.

Although it is being watched by other Dutch companies, the case cannot necessarily be "extrapolated" to those of other creditors, according to one industry observer who is familiar with other uninsured Dutch claims. He noted that the Pied-Rich dispute involves a particularly complicated, tripartite payment system, as does the Toepfer case.

"Other creditors prefer to follow the diplomatic route so that they don't harm future *trading relations," he said*.

Spanish judge again rejects KIO plea to try ex-chairman

By Peter Bruce in Madrid

SPAIN'S senior financial crimes judge has for the third time this year rejected efforts by the Kuwait Investment Office to open criminal proceedings against the former chairman of the KIO, Sheikh *Fahad Mohammed Al Sabah*, and the former management of the KIO's troubled Spanish industrial investments.

The KIO claims that it lost all $5bn invested in Spain in the mid-1980s because of mis*management and that up to* $500m of this was stolen. The judge, rejecting a new KIO writ on Friday, said the Kuwaitis had produced no new evidence and there was no evidence in the writ of criminal conduct. The KIO will appeal, for the second time.

The tortuous efforts of the KIO *to get an investigation* opened in Spain coincide with indications that a civil writ issued against many of the same defendants in London is also likely to become bogged down in arguments over jurisdiction. *While the KIO is head*quartered in London, most of the allegedly criminal behaviour by former Kuwaiti and Spanish managers took place in Spain.

The new rebuff for the KIO in *Spain comes alongside* publication of a Kuwaiti parliamentary investigation into the KIO's big losses in Spain, in which a senior KIO official is quoted as saying he was told in 1990 by Sheikh Fahad not to speak of a secret transfer *of* $300m from Spain to secret KIO accounts as the money was being used to make "political" payments.

The transfer occurred during the Iraqi invasion of Kuwait, when the emirate was looking for international support to help eject the invaders. While the position of the Kuwaiti government is that no funds were used to make political payments and that the money was, indeed, stolen, the parliamentary commission report says it could not find a good explanation as to why it had been decided to make criminal charges in Spain and civil ones in the UK. It recommended that the KIO drop its traditional legal advisers, Stephenson Harwood.

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Rain is expected to ease, but east coast heatwave adds to weather problems

US flooding disaster area grows

By George Graham in Washington

THE US government yesterday declared 44 more Missouri counties disaster areas, adding to the six-state area in the upper Mississippi basin that has been devastated by weeks of rain and floods.

While weather forecasters predicted the rain would slacken over the next few days in the upper Midwest, Mr Elbert Joe Friday, director of the National Weather Service, warned there was now so much in the river basins that flooding could last for weeks.

"It could very well go toward the end of August," he cautioned yesterday.

The heavy rains have soaked acres of farmland and driven the Mississippi to levels that in many locations surpass the peaks recorded in the 1973 floods, the most devastating in recent memory.

Flooding has also closed the water purification centre in Des Moines, Iowa, depriving 250,000 people of clean water.

At the same time, the east coast of the US is caught by a heatwave. A week of temperatures above 95 degrees has taken more lives so far than the flooding in the Midwest.

At St Louis, just below the Mississippi's junction with the Missouri, floods are expected to crest at 45 feet this week, higher than the 43.3 feet peak recorded in 1973. River flow at St Louis is expected to reach 1m cubic feet per second.

The great floods of 1844 are believed to have reached a flow of 1.3m cubic feet per second, but the destruction they caused was much less.

Some critics say developers have invited disaster by building in the flood plain, instead of up on the river bluffs as in the past. Efforts by the Army Corps of Engineers to control flooding with a programme of dams and levees may only have worsened the situation by confining the Mississippi within a narrower channel.

"Rivers are supposed to flood. You cannot control a river the volume and the size of the Mississippi," comments Ms Susie Wilkins of American Rivers, a Washington-based conservation group.

Other critics say the federal government has exacerbated the problem by not enforcing planning restrictions to divert development away from the riskiest areas as a *quid pro quo* for the cheap insurance it has provided since 1968.

Kansas City business owners survey damage after Friday night brought seven more inches of rain

US-Cuba phone links could mean softer line

AT first glance, relations between Cuba and the US have rarely been icier: Cuba's devastated economy is driving more people to flee the country, leading to more shootings by Cuban border guards and a flurry of diplomatic protests from the US.

"Because things are so desperate in Cuba and more people think the end is at hand, there have been more incidents that could provoke tension," comments Mr Ernest Preeg, former chief economist at the US Agency for International Development and author of a recent study on Cuba's economic prospects once the US trade embargo is lifted.

A State Department spokesman last week criticised Cuba's "barbaric" attacks both on US-registered boats trying to pick up refugees and on swimmers trying to reach asylum in the US Guantanamo naval base, on the island's southeastern coast.

This drew a sharp rebuttal from Mr Roberto Robaina, Cuba's foreign minister, who called the US complaint "an infamy, a provocation and, at the very least, a shameful lack of seriousness".

Telecommunications between Cuba and the US are also at one of their worst levels in years: last year's Hurricane Andrew destroyed AT&T's microwave links from south Florida and Cuba has now sharply cut the volume of US calls it will allow to be routed through Italy.

However, the US State Department is preparing new guidelines that could greatly ease telephone links with Cuba and mark a step along what some Cuba experts believe might turn out to be a path towards warmer relations. Significantly, some AT&T officials expect the new guidelines to allow Cuba to take some of the revenue from the telephone calls, instead of freezing it all in an escrow, as happens today.

Also indicative of a thaw has been President Fidel Castro's recent decision to allow some prominent dissidents to travel abroad, while last month, in a move that could have far-reaching economic consequences, he asked the national assembly to consider legalising use of the dollar in Cuba.

Congress is starting to listen to more moderate Cuban voices, reports **George Graham**

US Cuban policy has always been dominated by an argument over whether to use threats to finish the work of the trade embargo and topple the Castro government, or incentives to bring about change more quickly.

In political terms, the former school of thought, expounded by the Cuban-American National Foundation, a well-financed Miami exile group led by Mr Jorge Mas Canosa, has always dominated. It still commands a clear majority in Congress, but has lost some of its strongest supporters, such as Mr Dante Fascell, the Florida congressman who chaired the House of Representatives foreign affairs committee until his retirement this year.

Members of Congress have started to listen to some of the more moderate voices in the Cuban exile community. The House recently voted to kill funding for TV Marti, the US-financed propaganda station beamed to Cuba and closely aligned with Mr Canosa.

The new administration does not appear to have developed a clear Cuba policy yet. During the election campaign, Mr Bill Clinton took an even tougher line on Cuba than President George Bush, but his appointees include some who have in the past favoured more dialogue with Cuba.

Telephone links are one area where the two camps agree. The Cuban-American National Foundation, which in general opposes any easing of the embargo, backs easier and cheaper telecommunications, and this measure was included in a bill passed last year which otherwise sought to tighten the economic noose on Cuba.

Demand for phone links among the Cuban exile community is high. Even before the limited AT&T microwave link was destroyed by the hurricane, the company was able to connect only around 500,000 calls out of 60m attempted each year.

The cost of getting through to Cuba has risen sharply. AT&T says that if it could serve the island directly, its charges would average $1.55 (£1) a minute; with the service via Italy cut to a trickle, many exiles now dial pirate services in Canada, at prices ranging from $3.50 to $7.50 a minute.

Cuba prefers the Canadian links, because it receives a share of the revenue in the form of desperately needed hard currency. The restriction on AT&T's Italian traffic is seen as a bargaining ploy to weaken US insistance that all revenue go into the escrow account, which has an estimated $60m already.

Search for new NY Fed chief near end

By Patrick Harverson in New York

THE successor to Mr Gerald Corrigan as president of the Federal Reserve Bank of New York, one of the most powerful positions in international finance, is likely to emerge this week.

Mr Corrigan, who announced his decision to step down in January, is due to leave on August 20. If the search committee fails to make a recommendation at Thursday's monthly meeting of the bank's board of directors, it will have to wait until August 19. That would not leave enough time before Mr Corrigan's departure for the confirmation of the candidate by the governors of the Federal Reserve Board in Washington.

Three names have emerged as front-runners for the post, which is second only to the Fed chairmanship in importance in the US central bank system. But the selection process has taken longer than normal. One observer with a close knowledge of the Fed said last week: "I heard that there was a real fight over this. Someone clearly had a rough time making up their minds."

The front-runners are: Mr William McDonough, Mr Corrigan's number two in New York and the official responsible for implementing Fed policy in the domestic bond market and foreign exchange markets; Mr Thomas Melzer, president of the Federal Reserve Bank of St Louis; and Mr Gary Stern, president of the Federal Reserve Bank of Minneapolis. Mr McDonough is tipped by most insiders to win the job.

Others believed to have been considered include Ms Karen Horn, chairman of Bank One in Ohio and former president of the Federal Reserve Bank of Cleveland; Mr David Mullins, vice-chairman of the Federal Reserve; and Mr Richard Syron, president of the Federal Reserve Bank of Boston.

In the past, the New York Fed president has played a key role in helping the financial system survive crises, including the October 1987 stock market crash.

Last-chance talks for NY Post

NEW YORK Governor Mario Cuomo was yesterday involved in last-ditch talks to keep alive the New York Post after Mr Rupert Murdoch abandoned an attempt to buy the ailing newspaper on Friday, Martin Dickson writes from New York.

Mr Murdoch, running the paper temporarily under a contract from the bankruptcy court, ceased publication on Friday, saying the Post's 11 unions did not give him enough cost concessions to make the paper viable.

However, Mr Cuomo was at the centre of attempts to revive the negotiations and some officials hoped Mr Murdoch might be tempted back if the unions gave further ground.

See Observer

Nigerian parties fall in line

Politicians stand by man who created their jobs, reports **Paul Adams**

MILITARY coups have ousted civilians from power twice in Nigeria's recent history but the annulment of last month's presidential elections may have deprived Mr Moshood Abiola of power even before he was sworn in to office.

By co-opting both political parties, Mr Abiola's Social Democratic party (SDP) and the rival National Republican Convention (NRC), to back the idea of an interim government, President Ibrahim Babangida may succeed in overturning the mandate of the ballot box aided by civilian leaders.

The manipulation of the June polls had provoked serious divisions within the senior ranks of the military and mass protests on the streets of Lagos.

When Gen Babangida threatened to dissolve all democratic institutions, self-preservation brought the civilian politicians into line.

This is the fourth setback since 1990 to Nigeria's transition to democracy, which is unlikely to reach completion by the August 27 deadline. Gen Babangida proposes to hand over to an unelected interim government which would be approved by the military regime.

Except for an elected head of state, Mr Babangida has created every other democratic civilian institution during his overhaul of Nigerian politics and last week they came to his aid.

Party officials, elected leaders of local and state governments and members of the two-tier national and state assemblies enjoy the status and privileges of office while the standard of living among most Nigerians is in sharp decline.

In a speech broadcast at the end of June, the president said the elections, in which the SDP gained a clear majority, were so flawed that if the results were upheld it would provide an unsound basis for democracy after August. The NRC argued for fresh elections, which the SDP rejected.

Then came the ultimatum: dissolution of all democratic institutions unless the parties agreed to co-operate with the government by Friday morning. From all over Nigeria, anxious politicians converged on Abuja, the federal capital, to talk to the government which had created their positions.

"State governors were lobbying hard, late into Thursday night, to prevent their jobs being scrapped," said a federal government adviser in Abuja.

The parties agreed to form an interim government provided that "democratic institutions remain in place" and subject to agreement on "the composition and tenure of the proposed government".

However, there were signs of divisions among the parties trying to reach agreement over the weekend, with some SDP members still calling the deal a sell-out and the NRC demanding parity with its rival.

As he did after the annulment of the polls, Gen Babangida has summoned all his senior security service officers to Abuja before announcing his next move.

The role of Mr Abiola is unclear. The Sultan of Sokoto, head of Islam in Nigeria, made a rare political speech last Thursday in support of him.

The sultan is the foremost traditional ruler in northern Nigeria, where Mr Abiola as a southerner was expected to lack support. In the June polls the SDP won the majority of states in the north, including Kano, the home state of his opponent Mr Bashir Tofa. As Gen Babangida had promised six years ago, Nigerian politics had produced a leader who cut across ethnic boundaries.

Clinton tough towards N Korea

By John Burton in Seoul

PRESIDENT Bill Clinton yesterday offered more sticks than carrots to North Korea to persuade it to accept full nuclear inspections, as he ended his visit to South Korea.

With US and North Korean officials preparing to hold discussions on the nuclear issue in Geneva on Wednesday, Mr Clinton and Mr Warren Christopher, the US secretary of state, reaffirmed that Pyongyang must fully comply with international nuclear inspections or face UN sanctions.

"If we just stay strong and we stay resolute and we stay firm, we know that will work," said Mr Clinton as he toured the demilitarised zone that separates North and South Korea. "Eventually, we have to hope" that North Korea will take the sensible course."

"When you examine the nature of the American security commitment to Korea. . . it is pointless for them to try to develop nuclear weapons because if they ever use them it would be the end of their country."

The president promised there would be no cuts in the number of US troops in South Korea, now totalling 37,000, until the nuclear issue was resolved.

AT THE FRONT LINE: President Clinton is shown US defensive positions in the demilitarised zone between North and South Korea

Mr Christopher said in a meeting with his South Korean counterpart that any improvement in US-North Korean relations would depend on the progress in inter-Korean ties, ruling out the possibility that Washington might separately recognise Pyongyang in exchange for its full acceptance of nuclear inspections.

The US has attached other conditions to better relations with North Korea, including an improvement in human rights and renunciation of terrorism.

The US last month persuaded North Korea to suspend its withdrawal from the nuclear non-proliferation treaty during high-level talks in New York.

Mr Christopher said Washington would not tolerate North Korea dragging its feet endlessly during the new round of talks. If no appreciable progress was achieved within a resonable period of time, the nuclear issue would be referred to the UN Security Council for action.

UN team flies out of Iraq

By Mark Nicholson in Cairo

IRAQ yesterday sustained its defiance of United Nations weapons inspectors, and brought closer the threat of a UN-backed strike against its military installations, by refusing to allow UN experts to seal equipment at two missile testing sites south of Baghdad.

A UN team led by Mr Mark Silver, a US weapons specialist, abruptly flew out of Baghdad yesterday after failing to persuade the Iraqi authorities to allow switches at the two sites to be fixed down and sealed with wax.

Mr Silver's three-member team spent less than 24 hours in Iraq and left the moment it decided the Iraqis would not budge.

"I was not allowed to do what I went in for, and that is why I came out immediately," Mr Silver told reporters soon after arriving back at UN headquarters in Bahrain.

The team's failure to accomplish its task is certain to prompt a renewed collision between the UN and Iraq and raise the possibility of a military strike against the two sites.

Attacks on Israel blamed on Syria

ISRAEL yesterday blamed Syria for an upsurge in attacks by Arab guerrillas based in southern Lebanon and said it was considering how best to retaliate, writes **Julian Ozanne** from Jerusalem.

Mr Uri Lubrani, Israel's chief negotiator with Lebanon at the Middle East peace talks, said Syria was responsible for the latest escalation of artillery duels, which last week left five Israeli soldiers dead. "This escalation requires different treatment than others up to now," he said.

Syria, which has up to 40,000 troops in Lebanon, yesterday responded by saying Israel's self-declared security zone in southern Lebanon, scene of the clashes, was an "explosive trap".

Meanwhile, Mr Dennis Ross, US co-ordinator of the peace talks, is currently shuttling between Middle East capitals as part of an intense diplomatic effort to break the deadlock in the US-backed peace process.

Mubarak backed for re-election

Egyptian President Hosni Mubarak yesterday won the backing of 97 per cent of the People's Assembly to run as the sole candidate in the presidential elections, clearing the way for him to take up his third six-year term, **Mark Nicholson** writes from Cairo.

The petition makes the house's backing for Mr Mubarak all but certain on July 21, when it must formally endorse his candidature by a two-thirds majority. His nomination will then be put to a referendum in October, at which a simple majority will return him. He won 97.1 per cent of the votes in October 1987.

Clerics join Saudi cabinet

Saudi Arabia's King Fahd has made two senior Moslem clerics cabinet ministers and ordered the setting up of an Islamic guidance ministry, **Reuter** reports from Dubai.

Sheikh Abdel Aziz Bin Abdullah Bin Baz, a member of the influential Higher Council of Ulema, was named president of the council, a position that will now carry ministerial rank.

The decree also named Sheikh Bin Baz as the General Mufti of Saudi Arabia, the country's most senior religious post.

FT writers examine the differing perceptions in the US and Japan on the future of the framework trade deal

Tokyo claims advantage in numerical targets battle

By Charles Leadbeater in Tokyo

JAPANESE officials yesterday presented the weekend trade framework agreement with the US as a turning point, mainly because they believe it marks the first success of a more assertive Japanese approach to the US.

Japan will claim that it came out best from the main dispute which has dogged the negotiations since they started in April: whether numerical targets should set goals for Japanese policies to open up its markets to imports and reduce its current account surplus.

The Japanese approach on this issue marks a break with the past. In previous trade disputes, the Japanese have started by talking tough but eventually backed down. This time they started by publicly resisting numerical targets and did not back down when the US applied pressure.

Japan will claim that because the agreement does not explicitly mention numerical targets, it has won the day. The reality is that this central dispute over targets will continue, but on a different footing.

Tokyo has successfully resisted US demands that it should set its economic policies with the target of halving its current account surplus.

However, this does not mean Japan's powerful Finance Ministry has had it all its own way. Mr Kiichi Miyazawa, the prime minister, in spite of his weakness in the run-up to next weekend's elections, has forced the powerful bureaucrats to concede for the sake of the agreement.

The Finance Ministry had proposed saying that it would promote domestic growth, which would in turn "contribute" to reducing the surplus by increasing demand for imports. The wording of the agreement is substantially tougher than Japanese bureaucrats wanted.

The agreement says Japan will "actively pursue" strong and sustainable demand-led growth, which is "intended to achieve over the medium term a highly significant decrease in the current account surplus".

The short-term implications for Japanese fiscal and monetary policy are clear.

The upheaval in Japan's political system means that for weeks, if not months, the politicians will not be in a strong enough position to force the Finance Ministry to consider a further shot of government spending to revive the economy.

But the likelihood of a further pump-priming package in the autumn or early next year is now much higher. As fiscal policy is so politically constrained, in the short term the agreement will increase pressure on the Bank of Japan for a further cut in interest rates, which are at an record low of 2.5 per cent.

Japan has also resisted numerical targets for policies to open the domestic market to imports, especially vehicle parts, high technology goods and financial services.

The agreement says policies to open markets will be assessed using sets of "objective criteria", a phrase introduced to the talks by the Japanese. The content and role of these "criteria" is almost certain to be the subject of further rows between the two sides.

The US has backed down from its earlier call for Japan to accept as a goal a 33 per cent increase in its imports of manufactured goods over the next three years. The agreement does not commit Japan to making sure a share of its domestic market in particular sectors, such as autumotive components, is taken by foreign products.

The Japanese did not get everything they wanted. Tokyo wanted a US commitment that the "criteria" would not be interpreted as targets. The US has resisted this demand, so it is open to Washington to try to turn the criteria into goals to guide Japanese import promotion policy.

So the framework does not settle the central dispute about whether targets should be used, it merely puts the argument on a different footing.

Clinton sees new dawn in relations

By Jurek Martin in Seoul

"THIS is the rules of the game, not the game itself," insisted Mr Bowman Cutter, deputy head of the White House's national economic council. Reading from the same book, Mr Roger Altman, deputy Treasury secretary, pronounced: "It's an agreement about the rules, now we get to play the game."

The rules referred to are the new US-Japan negotiating framework to resolve bilateral issues announced with some fanfare, after all-night bargaining, in Tokyo on Saturday morning.

Both men, along with other US officials speaking privately, contend that the agreement, stamping the seal on President Bill Clinton's performance at the Tokyo Group of Seven summit, marks a new dawn in US-Japan relations in which the economic and commercial components assume, as the president wanted, a far more important dimension.

The "framework" agreement for subsequent negotiations is precisely that. It does not establish precise goals for shifts in Japanese macroeconomic policy, nor does it lay down criteria by which sectors of the Japanese economy can be made more open to US goods and services, and by extension to those of other countries.

But in tough language it lays out a negotiating timetable for these to be achieved and it commits Japan to making what the agreement calls highly significant macro and micro economic policy changes. As such, in the US view, it places Japan under a far tougher obligation than all previous attempts to settle bilateral disputes.

On the macro-economic side, the compact envisages mutually supportive policies whereby the US seeks to reduce its budget deficit while Japan aims to cut its global current account surplus.

It's an agreement about the rules, now we get to play the game – Roger Altman

At its current level of about $130bn (£86bn), Japan's global current account surplus is equivalent to just over 3 per cent of GNP. The US envisages that this can be reduced, mostly by appropriate fiscal policies, to the target zone in "four to five years".

The unstated US agenda is that Japan should accomplish this less by its traditional method of front-loading public works spending and more by income tax cuts. While it may seem ironic for an administration that is proposing one of the largest tax increases in US history at home to press the reverse course on Japan, the US view is that this is the most effective means of generating the sort of consumer-led demand in Japan that will suck in imports.

What all this might do to the bilateral Japanese trade surplus with the US – $50bn last year and rising fast – has not been made explicit. A recent estimate by the Washington-based Institute for International Economics contends that a cut to around $40bn is the most optimistic outcome over a few years.

Much may depend on another, more controversial, aspect of the agreement – its insistence on greater sectoral access for imported products and services. The agreement makes no mention of numerical targets as such. However, it does accept that multiple criteria should be used to accept progress in opening Japanese markets. The US will want to use these criteria to set goals for policy, something the Japanese will resist.

Agreements in priority areas are to be reached over the next six months and ratified when the US president and the Japanese prime minister meet early next year, with the balance to be settled at a second get-together next July.

After two years both governments will decide whether to extend this framework agreement beyond the autumn of 1995.

The five principal components of the sectoral access deal cover:

- Japanese government procurement, particularly in relation to purchases of foreign computers, supercomputers, satellites, medical technology and telecommunications.
- Regulatory reform, covering financial services, insurance, the distribution network and competition policy.
- "Other major sectors", particularly cars and car parts.
- Economic harmonisation, addressing issues affecting two-way foreign direct investment, including intellectual property and access to technology.
- Implementation – the monitoring of existing and future agreements.

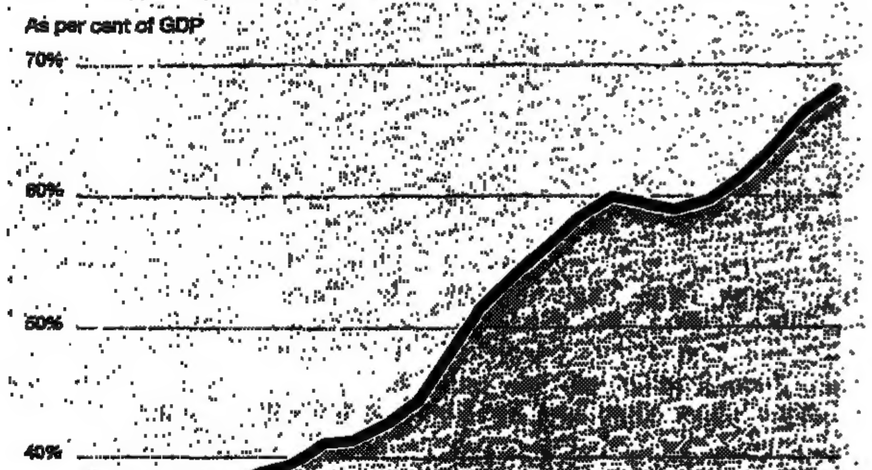
The US team, led by Mr Cutter and Mr Altman and with substantial contributions from other treasury and trade officials, did not necessarily expect to conclude an agreement in Tokyo, especially with the Japanese elections just over a week away. The Japanese, they report, were particularly tough on the question of exemptions from US trade laws.

They may hang tougher still as the sectoral negotiations get serious, which is why the US reserves the right of retaliation under existing trade regulations. Mr Clinton may have made a powerful general case in Tokyo in identifying what he saw as the common cause between Japanese consumers and American workers but the appeal of that cause may fade as the two sides finally take to the field under the new "rules of the game".

The looming crisis in industrial country public debt

The soaring gross public debt of OECD members

As per cent of GDP



Source: OECD

What cannot continue will not do so. The accumulation of public sector debt by the governments of the industrial countries will have to stop. The question is how will it be stopped and when.

Over the past quarter century, the ratio of aggregate gross public debt to gross domestic product in OECD countries has risen from a little under 40 per cent, to 68 per cent (see chart). In only two brief periods has the ratio fallen: during the inflationary economic expansion of the early 1970s and again during the expansion of the second half of the 1980s.

Unfortunately, the rise in the debt ratio during recessions has more than offset the paltry declines during the expansions. No wonder the June OECD Economic Outlook remarks wryly on the need to avoid "the kind of mistake made in the late 1980s when some of the unexpected buoyancy of public revenues associated with above-average growth was used to reduce tax rates rather than to ensure greater fiscal consolidation and to reduce debt."

True, net public debt is not as daunting as gross public debt: for 1994 the OECD forecasts the former at 39 per cent. The net debt ratio has not risen as much either, by 9 percentage points between 1984 and 1994, against 14 percentage points for gross debt. But the trend is similarly adverse.

Of the seven industrial countries whose heads of government met in Tokyo last week, only Japan had managed a significant improvement in its public debt position between 1984 and 1994. Belgium and Italy already have outstanding net public debt greater than their GDPs. Particularly important, in view of the country's size, is the US deterioration, from a net public sector debt ratio of 24.9 per cent in 1984 to the 40.7 per cent forecast for next year.

High real interest rates put all debtors, including governments, on a treadmill. Since the beginning of the 1980s, long-term real interest rates have averaged between 4 and 7 per cent, says the OECD, with short-term rates little lower. In the stable 1960s, by contrast, real interest rates were 1 to 3 per cent. Consequently, real interest rates have been well above underlying rates of economic growth for a long time. Even though estimated long-term real interest rates have recently fallen, they remain higher than rates of economic growth, inevitably so during a recession.

The OECD explains these high real interest rates by:

- the fiscal and monetary policy mix, with fiscal deficits, in particular, averaging 3 per cent of GDP since the mid-1970s;
- investor demand for a premium against inflation risk, particularly important in the early 1980s; and
- the liberalisation and globalisation of capital markets.

If real interest rates on public debt exceed the economy's likely growth rate, as they have recently done, governments must run a primary fiscal surplus – an excess of revenue over non-interest expenditure – if the ratio of debt to GDP is to be kept stable. Should they run large primary deficits during a recession, they must run offsetting surpluses thereafter. The task can be daunting. Mr Major's government is now running a primary deficit of 5.7 per cent of GDP. This is two percentage points larger than the surplus in 1988.

The danger is of a vicious circle from deficits to interest rates and back again. If governments fail to run large enough primary surpluses, global real interest rates tend to rise. As public debt increases, the fear of debt crises also pushes up risk premiums in interest rates. Unsurprisingly, Italy is the only major industrial country whose estimated long-term real interest rates, at 6 per cent, are above their 1980-92 average, despite recession.

Governments that borrow in their own currencies do not default. They inflate. At present, investors are feeling tolerant towards most OECD governments. Whether they continue to do so depends less on whether current deficits are cyclical or structural, which nobody knows, and rather more on when investors think they will end. Governments that expect creditors to be infinitely forbearing are due for a shock.

Martin Wolf

INTERNATIONAL ECONOMIC INDICATORS: PRICES AND COMPETITIVENESS

Yearly figures are shown in index form with the common base year of 1985. The real exchange rate is an index throughout; other quarterly and monthly figures show the percentage change over the corresponding period in the previous year and are positive unless otherwise stated.

UNITED STATES

	Consumer prices	Producer prices	Earnings	Unit labour costs	Real exchange rate
1985	100.0	100.0	100.0	100.0	100.0
1986	101.9	98.6	102.2	99.4	83.7
1987	105.6	100.7	103.8	96.7	74.9
1988	109.9	103.2	106.9	99.1	71.4
1989	115.2	108.5	110.0	101.1	75.0
1990	121.5	113.8	113.8	104.0	71.8
1991	126.6	116.3	117.3	107.3	71.3
1992	130.4	117.7	120.2	105.8	70.6
3rd qtr.1992	3.1	1.6	2.3	–1.1	68.1
4th qtr.1992	3.0	1.6	2.2	–2.0	72.2
1st qtr.1993	3.2	1.9	2.8	–1.7	74.3
2nd qtr.1993					72.9
July 1992	3.2	1.7	1.7	–1.4	68.5
August	3.2	1.6	2.6	–1.4	67.7
September	3.0	1.6	2.5	–0.5	68.1
October	3.2	1.7	2.5	–1.6	70.3
November	3.0	1.4	1.7	–2.4	73.1
December	2.9	1.6	2.5	–2.0	73.3
January 1993	3.3	2.0	3.4	–2.1	74.4
February	3.2	1.8	2.5	–1.6	74.8
March	3.1	2.0	2.5	–1.3	74.0
April	3.2	2.4	2.5	–1.6	72.5
May	3.2	2.0	2.5	–1.6	72.6
June					73.4

JAPAN

	Consumer prices	Producer prices	Earnings	Unit labour costs	Real exchange rate
1985	100.0	100.0	100.0	100.0	100.0
1986	100.8	95.3	101.4	103.3	119.2
1987	101.2	92.5	103.1	100.6	123.3
1988	102.2	92.3	107.8	96.2	130.0
1989	104.9	94.2	114.0	96.1	122.1
1990	108.2	95.7	120.1	96.2	109.2
1991	111.8	96.8	124.2	101.8	116.2
1992	113.9	95.8	125.6	111.1	118.7
3rd qtr.1992	2.0	–0.9	0.7	8.9	117.1
4th qtr.1992	0.9	–1.2	–0.1	10.4	122.1
1st qtr.1993	1.2	–1.1	–0.5	7.0	126.1
2nd qtr.1993	1.0				135.5
July 1992	2.0	–0.8	2.0	8.7	116.8
August	1.8	–0.9	–1.8	11.4	115.4
September	2.2	–0.9	1.1	6.7	119.1
October	1.2	–1.1	1.2	10.5	121.8
November	0.8	–1.1	1.2	10.4	122.4
December	0.9	–1.2	–1.0	10.3	122.2
January 1993	1.0	–1.1	–3.6	10.1	122.0
February	1.3	–1.0	1.3	7.3	126.5
March	1.2	–1.2	1.0	3.8	129.4
April	0.9	–1.3	1.9		132.6
May	1.1				134.7
June	1.0				139.2

GERMANY

	Consumer prices	Producer prices	Earnings	Unit labour costs	Real exchange rate
1985	100.0	100.0	100.0	100.0	100.0
1986	99.9	97.5	103.8	103.7	107.0
1987	100.1	95.1	108.0	106.9	110.5
1988	101.4	96.2	113.0	106.7	109.9
1989	104.2	99.3	117.3	107.7	108.4
1990	107.0	101.0	123.8	110.2	110.3
1991	110.7	103.4	131.8	114.7	108.4
1992	115.1	104.6		121.1	110.5
3rd qtr.1992	3.5	1.0	n.a.	6.1	111.2
4th qtr.1992	3.7	0.5	n.a.	8.2	113.3
1st qtr.1993	4.3	0.5	n.a.	10.0	113.3
2nd qtr.1993	4.2		n.a.		111.8
July 1992	3.3	1.1		8.9	110.5
August	3.5	1.1		5.2	111.1
September	3.8	0.8		4.3	112.0
October	3.7	0.5		7.8	113.7
November	3.7	0.5		10.3	112.4
December	3.7	0.5		6.6	113.6
January 1993	4.4	0.8		12.1	113.4
February	4.2	0.5		12.2	113.4
March	4.2	0.3		5.9	113.2
April	4.3	0.1			113.1
May	4.2	–0.3			111.7
June	4.1				110.6

FRANCE

	Consumer prices	Producer prices	Earnings	Unit labour costs	Real exchange rate
1985	100.0	100.0	100.0	100.0	100.0
1986	102.5	97.2	104.5	101.5	102.9
1987	105.9	97.8	107.8	103.0	104.1
1988	108.8	102.6	111.1	104.3	101.8
1989	112.6	108.4	115.4	105.5	99.8
1990	116.5	107.1	120.6	110.0	102.9
1991	120.2	105.8	125.8	114.3	101.3
1992	123.0	104.0	130.3		104.7
3rd qtr.1992	2.7	–0.9	n.a.	2.6	105.0
4th qtr.1992	2.2	–1.6	n.a.		108.2
1st qtr.1993	2.1	–2.3	n.a.		109.1
2nd qtr.1993			n.a.		109.3
July 1992	2.9	n.a.	–	n.a.	104.4
August	2.7	n.a.	–	n.a.	104.6
September	2.6	n.a.	3.5	n.a.	106.2
October	2.4	n.a.	–	n.a.	108.8
November	2.1	n.a.	–	n.a.	108.0
December	2.0	n.a.	3.6	n.a.	107.9
January 1993	2.1	n.a.	–	n.a.	108.5
February	2.1	n.a.	–	n.a.	109.6
March	2.2	n.a.	3.4	n.a.	109.2
April	2.1	n.a.	–	n.a.	110.0
May	2.0	n.a.	–	n.a.	109.3
June		n.a.		n.a.	108.7

ITALY

	Consumer prices	Producer prices	Earnings	Unit labour costs	Real exchange rate
1985	100.0	100.0	100.0	100.0	100.0
1986	106.1	100.2	104.8	102.7	103.6
1987	111.0	103.2	111.6	105.5	104.9
1988	116.5	106.8	118.4	108.7	103.8
1989	124.2	113.1	125.6	112.3	107.4
1990	131.8	117.8	134.7	118.9	108.5
1991	140.3	121.7	147.9	131.3	107.7
1992	147.7	124.0	155.9	136.8	102.4
3rd qtr.1992	5.2	1.9	3.7	2.7	104.4
4th qtr.1992	4.8	2.2	2.9	6.4	93.0
1st qtr.1993	4.3	3.1	2.8		85.9
2nd qtr.1993	4.1				86.9
July 1992	5.4	1.9	4.0	n.a.	108.2
August	5.2	1.9	3.5	n.a.	106.5
September	5.1	1.9	3.7	n.a.	100.4
October	4.9	2.0	4.1	n.a.	92.8
November	4.8	2.2	2.1	n.a.	94.7
December	4.6	2.5	2.4	n.a.	91.4
January 1993	4.2	2.8	2.6	n.a.	88.0
February	4.4	2.9	2.8	n.a.	86.0
March	4.2	3.5	2.6	n.a.	83.8
April	4.2		2.6	n.a.	84.3
May	4.0			n.a.	88.0
June	4.2			n.a.	88.3

UNITED KINGDOM

	Consumer prices	Producer prices	Earnings	Unit labour costs	Real exchange rate
1985	100.0	100.0	100.0	100.0	100.0
1986	103.4	104.3	107.7	104.5	94.2
1987	107.7	108.3	116.3	105.9	94.2
1988	113.0	113.2	126.2	108.9	101.6
1989	121.8	119.0	137.2	113.6	100.9
1990	133.3	126.0	150.1	123.2	102.2
1991	141.2	133.0	162.4	130.3	105.8
1992	146.4	138.0	173.1	132.2	102.8
3rd qtr.1992	3.6	3.5	6.2	1.9	105.7
4th qtr.1992	3.0	3.4	5.7	–0.6	92.9
1st qtr.1993	1.8	3.7	4.8	–2.9	92.7
2nd qtr.1993					95.2
1992 July	3.7	3.6	6.2	2.9	107.8
August	3.6	3.4	6.5	1.8	107.0
September	3.6	3.4	5.7	1.1	102.3
October	3.5	3.3	6.3	0.1	93.8
November	3.0	3.3	5.6	–0.4	91.3
December	2.6	3.5	5.4	–1.4	93.4
1993 January	1.7	3.6	5.0	–2.9	94.9
February	1.8	3.7	5.1	–2.7	90.4
March	1.9	3.6	4.2	–3.0	92.4
April	1.3	3.8	5.2	–2.6	95.5
May	1.3	4.0			95.5
June					94.9

Statistics for Germany apply only to western Germany. Data supplied by Datastream and WEFA from national government and IMF sources, and by JP Morgan, New York. Consumer prices: not seasonally adjusted. Producer prices: not seasonally adjusted, US – finished goods, Japan – manufactured goods, Germany – industrial products, France – intermediate goods, Italy – total producer prices, UK – manufactured products. Earnings index: not seasonally adjusted, refers to earnings in manufacturing except France and Italy (wage rates in industry). Hourly except Japan (monthly) and UK (weekly). Unit labour costs: seasonally adjusted, measured in domestic currencies. Germany – mining and manufacturing, other countries – manufacturing industry. Real exchange rate: JP Morgan real effective exchange rate index versus 15 industrial country currencies, adjusted for change in relative wholesale price of domestic manufactures. A fall in the index indicates improved international competitiveness.

Goldman urged to return Maxwell funds

By Norma Cohen

GOLDMAN SACHS, the US-based investment bank, has been asked to return up to £56m to two pension schemes formerly controlled by the late Mr Robert Maxwell.

The request, made by two former Maxwell pension schemes, relates to transactions in 1990 in which Goldman Sachs acted as purchaser for shares in Maxwell Communications Corporation from the Mirror Group Pension Scheme and the Maxwell Communications Corporation Staff Scheme.

It is not clear on whose behalf Goldman Sachs was acting, but the shares were later repurchased by two Liechtenstein-based trusts controlled by Maxwell family interests.

This is the first time Goldman has been approached for payment in connection with the Maxwell family interests and their pension schemes.

The requests have been made in letters to Goldman Sachs from the pension schemes, which are now seeking detailed discussions.

Goldman is not believed to have rebuffed the request.

The Mirror Group Pension Scheme last year filed a writ against five UK and international banks seeking about £87m for assets which it claims were wrongfully taken from the scheme.

It is believed Sir John Cuckney, chairman of the trust which raises money for the Maxwell pensioners, is seeking talks with all banks against which the pension schemes are likely to pursue claims.

According to testimony last autumn before the parliamentary select committee on social security, Goldman purchased the shares from the two pension pension schemes but payment was made to a third party, Bishopsgate Investment Trust, a private entity which acted for the Maxwell family interests.

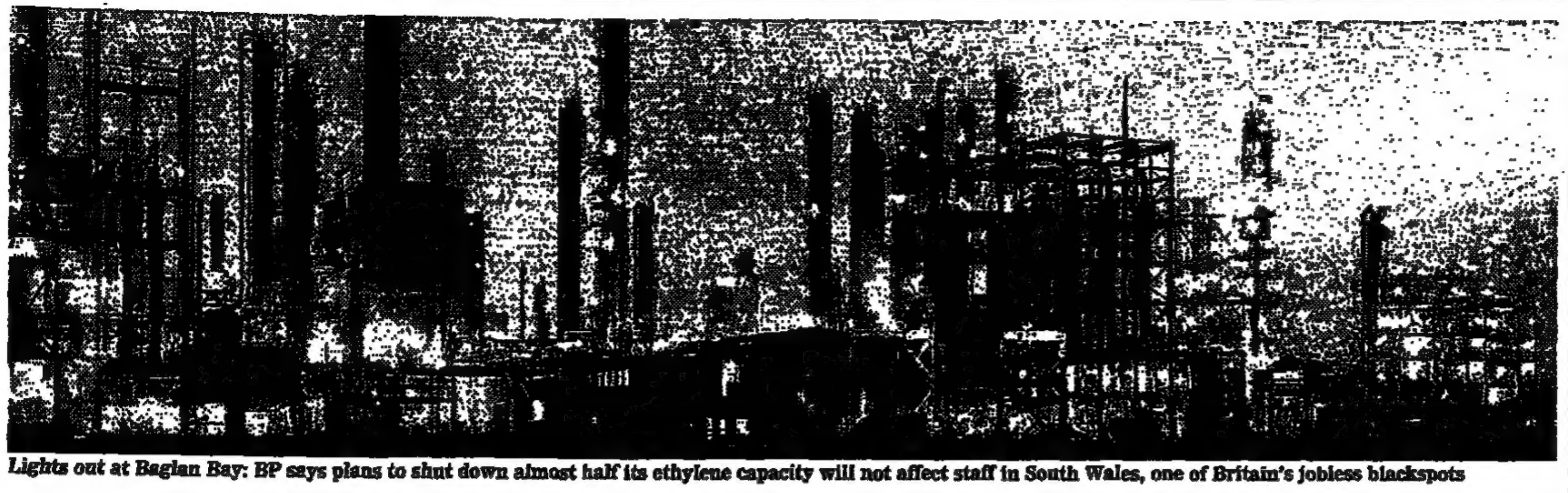
Goldman Sachs has said it paid the funds to BIT under the instructions of Mr Maxwell's son Mr Kevin Maxwell, who had been a trustee of both pension schemes at the time.

It is believed that the request for the return of the assets is based on two key questions raised by both schemes; first, whether Goldman Sachs could be branded a "constructive trustee" with a specific duty to safeguard scheme assets, and second, whether it obtained formal authorisation from the full trustee boards of both schemes to act on instructions of individual trustees for certain kinds of activities.

Neither Goldman Sachs nor trustees to the two schemes would comment on whether there had been talks between them over the assets. Auditors have found £440m missing from pension schemes controlled by Mr Robert Maxwell.

BP plans sharp cut in ethylene production

By Paul Abrahams



Lights out at Baglan Bay: BP says plans to shut down almost half its ethylene capacity will not affect staff in South Wales, one of Britain's jobless blackspots

BP CHEMICALS, a division of one of Britain's largest companies, intends to shut down nearly half its ethylene capacity at Baglan Bay in South Wales, removing about 150,000 tonnes a year of the raw material from the European market.

BP Chemicals claims the market in Europe for ethylene, the raw material for most plastics, is suffering from significant over-capacity, poor demand and low prices.

The smaller of the company's two production "trains" at the Baglan Bay site, which have a combined capacity of 330,000 tonnes a year, will not be restarted this autumn following a maintenance shutdown in September. BP insists the shutdown will not affect its 900 staff at the complex, one of the largest employers in the South Wales region.

The production line will be kept operable in case market demand and prices improve.

Mr Stephen Pettit, chief executive of BP Petrochemicals has admitted the site is the division's most marginal. However, it is reluctant to close the complex completely. The remaining train, with a capacity of about 180,000 tonnes will continue to provide ethylene for downstream activities including ethanol, vinyl acetate and styrene.

BP said the maintenance cycle for the larger train would be increased from three years to four years as part of a cost-cutting move.

Most European ethylene manufacturers are not covering their cash-costs because of poor prices. Two new complexes – BP's 350,000 tonnes a year expansion at Grangemouth, Scotland, and EniChem's 360,000 tonnes a year plant at Brindisi, Italy – have taken European capacity to 18.5m tonnes a year aggravating the supply position further.

The market is likely to worsen when BASF of Germany brings on a further 600,000 tonnes a year capacity at Antwerp later this year.

BP believes the European petrochemicals industry must adopt rapid decisive measures or face slow death. It has has specifically called on German manufacturers to cut capacity.

Mr Pettit has argued that 2m tonnes a year of ethylene capacity has to be retired in Europe, and that German companies linked up to the ARG pipeline system should play a significant role in that reduction.

At the end of last year BP decided to close its 50,000 tonnes a year butadiene unit at Baglan Bay with the loss of about 40 jobs.

BA faces dirty tricks questions

By Robert Peston

MR BRIAN Basham, the former public relations adviser to British Airways who was sacked earlier this year for his part in the alleged dirty tricks campaign against rival carrier Virgin Atlantic, has launched a campaign to clear his name and embarrass Sir Colin Marshall, BA's chairman.

Mr Basham has submitted four questions for BA's annual meeting. In his submission, Mr Basham suggests that BA's account of Sir Colin's role in the dirty tricks campaign has been misleading.

Although BA has admitted its use of computer data about Virgin passengers was wrong, the carrier has denied board involvement.

Mr Basham, says in his submission, which has been sent to Sir Colin, that "it remains entirely implausible to me ...that you could not have known" of the misuse of computer data. He also alleges that Mrs Gail Redwood, the company secreatry, offered her resignation after directors signed a disclaimer denying all knowledge of the alleged dirty tricks campaign.

Mrs Redwood yesterday refused to comment.

BA's annual meeting will be held on Tuesday. The airline said the company had received questions from 2,000 shareholders, a third of which relate to the Virgin affair.

Thatcher backs EC referendum

By Ralph Atkins

SPLITS in the ruling Tory party over Europe re-surfaced last night as Baroness Thatcher, the former prime minister, said she would back attempts to win a referendum on the Maastricht treaty.

Baroness [formely Mrs Margaret] Thatcher, intends to speak when the House of Lords, Parliament's upper chamber, debates a referendum amendment on Wednesday. But yesterday she denied her intervention would amount to an attack on Mr John Major.

"It will be a furtherance of what I have believed in for a very long time," she said, adding that "never" sought to damage her successor.

Government business managers are confident that her call for a referendum will be comfortably defeated. But there is more nervousness about debates, expected to be held on July 26, in the Commons and Lords on Maastricht's social chapter.

Mr Bill Cash, the Tory MP and prominent opponent of Maastricht, indicated yesterday he may vote for the social chapter in the hope of it wrecking the treaty legislation.

Government business managers believe many Euro-sceptics will be under pressure from constituency associations not to vote for the social chapter, which most Tories oppose more than the treaty itself.

Britain in brief

IT spending 'may be out of control'

Spending on information technology – telecommunications, computers and software – rose by 9 per cent last year to about £4.5bn and may be running out of control, according to a study today by Price Waterhouse Management Consultants.

Its latest annual IT Review, based on a survey of 1,000 executives in the private and public sectors, found that budgets had overrun for the third year in succession.

The latest increase contrasts with a rise of just 1 per cent forecast by the same executives at the start of last year. It brings the increase over the last three years to nearly 50 per cent, and underlines the difficulties facing IT executives in controlling costs.

Tabloid price war looms

Mr Rupert Murdoch, the newspaper proprietor, has launched what could turn into a bitter tabloid circulation war in Britain by announcing a 5p price cut for The Sun, part of the News International stable.

The move is designed to boost flagging popular newspaper sales in the difficult summer market and put pressure on The Sun's main rivals – the Daily Star and Daily Mirror. Mr David Montgomery, chief executive of Mirror Group Newspapers, said the Daily Mirror had no intention of responding.

Gas charge claims denied

British Gas has rejected allegations that the price increases for competitors using its pipeline, which it withdrew last week, would be reinstated after the Monopolies and Mergers Commission report on the gas industry due in three weeks' time. But it has not ruled out putting prices back up after a review.

"Nothing is ready to go on the table; the price rises may be too high, too low or just right, but we will review that," an official said. Some of British Gas's competitors regard the company's decision last week to withdraw price increases of up to 30 per cent as a cynical delaying tactic to remove an area of potential controversy before the MMC report.

Protest urged on aid funding

Britain should suspend its £620m contribution to the International Development Association of the World Bank until it improves its poor record on aid, according to Friends of the Earth, the environmental group.

Ahead of today's debate on IDA funding in Parliament, FoE says that the IDA has a worsening record of project failure, and that many of its projects have had a damaging impact on the environment.

Agency work may be split

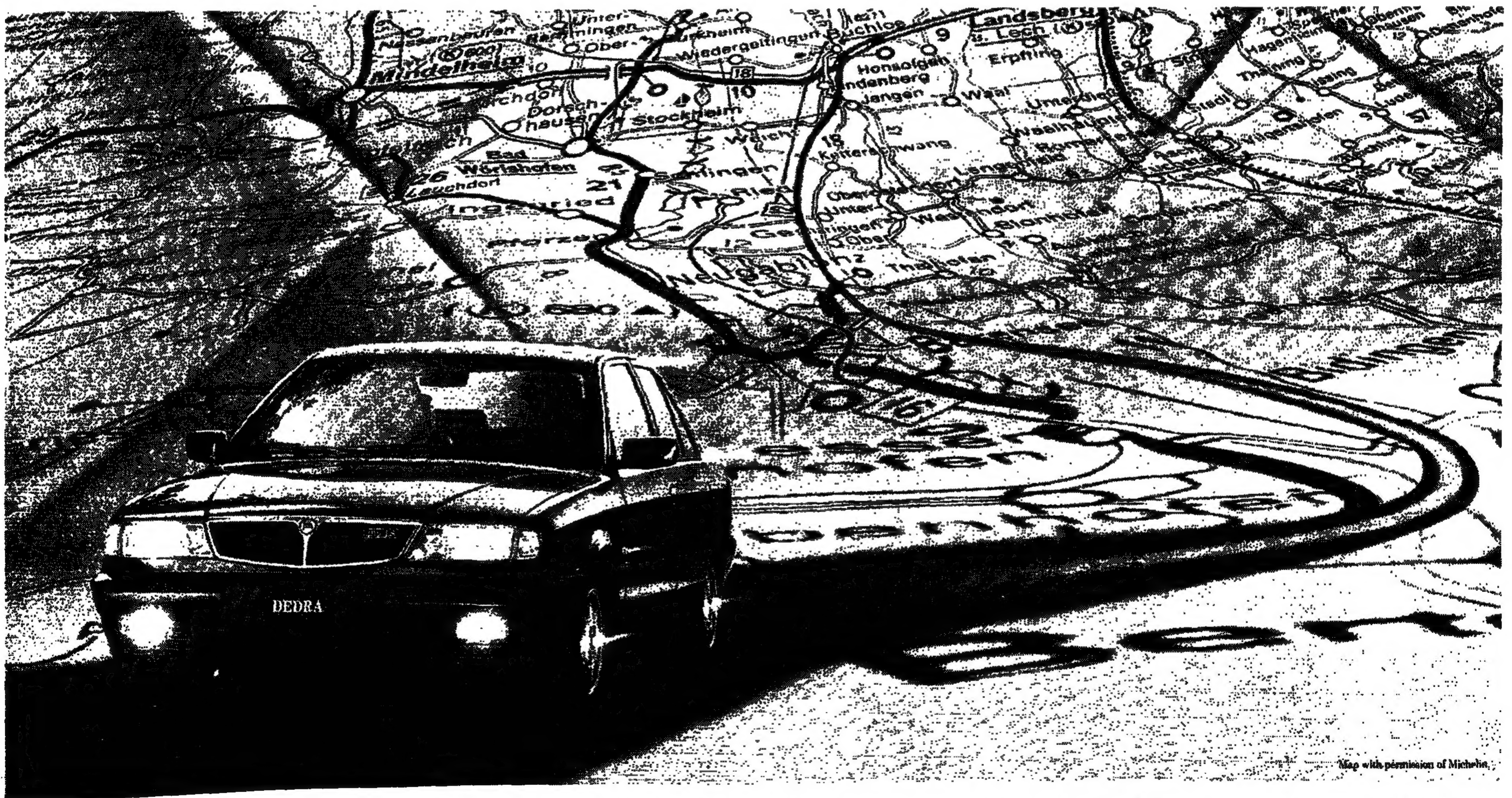
The work of Companies House, the government's corporate information agency, may be divided between up to 12 private sector businesses, under privatisation proposals being considered by the Department of Trade and Industry.

Responsibility for fining companies which failed to file accounts on time and selling the information they provide would be split between a series of competing registrars.

Warning on governance

The Stock Exchange is considering publicising companies which fail to adequately explain reasons for divergence from the Cadbury code on corporate governance.

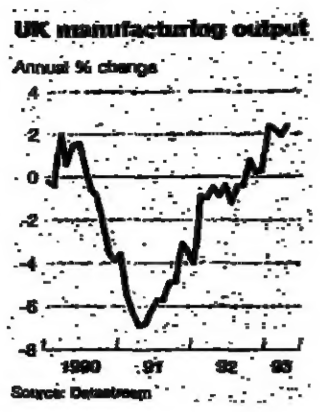
Officials are discussing circulating periodic lists of companies which have not complied with the code, which was published last December, and highlighting individual accounts which do not include a statement.



THE WEEK AHEAD

ECONOMICS

Further drop likely in inflation


UK manufacturing output

Source: Datastream

This is a busy week for economic indicators, particularly in the UK where data relating to May and June are due out.

The figures are likely to show that inflationary pressures remain light, with further falls in average earnings and underlying inflation. Special attention will be paid to Thursday's unemployment figures which may record their fifth successive monthly decline although even after four month-on-month drops, economists are not convinced that the jobless total has peaked.

Further gains in UK manufacturing output are expected for May, but they are likely to be more modest than in April, when output rose a strong 0.7 per cent month-on-month.

In the US, analysts are expecting encouraging reports on inflation. Sharp falls in crude oil, heating oil and tobacco prices are expected to push the overall level of producer prices downwards.

The following are some of the week's other economic highlights and events. The figures in brackets are the median of economists' forecasts from MMS International, a financial information company.

Today: UK, June producer prices index – input (flat on month, up 7.3 per cent on year), output (up 0.2 per cent on month, up 4 per cent on year), excluding food, drink and tobacco (up 2.6 per cent on year). France, June CPI (up 0.1 per cent on month, up 2 per cent on year). Spain, June unemployment rate (16.4 per cent). Belgium, EC finance ministers meet in Brussels to discuss Maastricht convergence criteria. Switzerland, Bank of Japan chief attending BIS meetings until Wednesday. Canada, May department store sales (down 1.5 per cent on year).

Tomorrow: UK, May manufacturing output (up 0.2 per cent on month, up 3.1 per cent on year), industrial production (up 0.4 per cent on month). Spain, June CPI (up 0.2 per cent on month, up 4.8 per cent on year). Norway, June trade excluding ships and oil platforms (NKr7.1bn). Germany, cabinet meeting in Bonn to pass 1994 budget draft. US, June PPI (down 0.2 per cent), excluding food and energy (unchanged), June Atlanta Fed Index; Johnson Redbook, week ended June 10. Japan, May machine orders excluding electrical and ships (up 3 per cent on year); June trade balance ($10.3bn surplus).

Wednesday: UK, June RPI (up 0.2 per cent on month, up 1.5 per cent on year), excluding mortgage interest payments (up 3 per cent on year). France, national holiday, all markets closed. US, June retail sales (up 0.4 per cent), excluding cars (up 0.4 per cent), CPI (up 0.1 per cent), excluding food and energy (up 0.2 per cent), real earnings; car and truck sales July 1-10. Canada, June lead indicators (down 0.2 per cent on month). New Zealand, Q2 CPI.

Thursday: UK, June unemployment (unchanged on month); May average earnings (up 4 per cent on year), unit wages (down 2.8 per cent in latest three months). Germany, Bundesbank council meeting in Frankfurt for the annual M3 review. Sweden, June CPI (down 0.2 per cent on month, up 4.8 per cent on year). Finland, June CPI (up 2.6 per cent on year). US, initial claims week ended July 10 (335,000); state benefits week ended July 3; May business inventories (up 0.3 per cent); July Philadelphia Fed Index; money supply for week ended July 5; June M1, M2, M3. Canada, June CPI (up 0.1 per cent on month, up 1.7 per cent on year), excluding food and energy (up 1.7 per cent on year). Japan, June WPI (down 0.5 per cent on month, down 3.2 per cent on year); May industrial production, shipments. Australia, May housing finance. New Zealand, April retail trade.

Friday: UK, June PSBR (£5.25bn). US, May merchandise trade ($9.2bn deficit), merchandise exports ($38.4bn), merchandise imports ($47.4bn); June industrial production (down 0.1 per cent), capacity utilisation (81.4 per cent); July Michigan sentiment preliminary. Canada, May merchandise exports (up 0.7 per cent on month), merchandise imports (unchanged), merchandise surplus (C$1.2bn surplus), manufacturing new orders (down 0.2 per cent on month).

During the week: Germany, March trade balance (DM1.7bn surplus), current account (DM4bn deficit). June WPI (flat on month). Spain, June M4 (up 6 per cent on year), May PPI. Netherlands, May PPI; June unemployment rate (5.1 per cent). Switzerland, June trade balance (SFr500m surplus). Australia, Dun & Bradstreet business expectations survey released. Reserve Bank of Australia release July bulletin.

RESULTS DUE

US growth expected to boost Tomkins

Tomkins, the UK conglomerate, is expected to report profits of £174m and earnings of 13.5p in the year to May today. This compares with £132.1m and 12.7p a year earlier. Growth is expected to have been driven by a stronger performance in the US and for the first time will include profits from Ranks Hovis McDougall, the milling and baking group it bought last year.

MFI, the furniture group, is expected to report a fall in pre-tax profits today to about £43m, from £66.1m last year. Analysts downgraded their profits forecasts at the half-year results in January, when MFI said trading had declined sharply after Black Wednesday damaged consumer confidence.

It also said sales had been down year-on-year in the first five weeks of its 10-week new year sale, which usually accounts for about 30 per cent of annual turnover.

The Rank Organisation announces half-year results on Thursday, with pre-tax profits expected to be at or below last year's £94m. Some forecasts are as low as £82m, based on a poorer performance from Rank Xerox.

The first half is not a good guide to the performance of Rank's directly-managed businesses – such as holidays, video duplication and bingo – where profits tend to come in the second six months. More eagerly awaited will be statements on current trading. Few expect anything definitive on the group's future relationship with Rank Xerox.

Great Universal Stores, the UK's largest mail order company, which reports on Thursday, is forecast to lift pre-tax profits from £441.5m to between £465m and £470m. The dividend is expected to rise from 40p to 43p.

Analysts believe the company will have benefited from a increase in mail-order buying, while its market share continues to rise.

UK COMPANIES

■ **TODAY**

COMPANY MEETINGS:

Govett American Endeavour Fund, Minden House, 6 Minden Place, St. Helier, Jersey, Channel Islands, 11.30

Lep Group, The London Press Centre, Johnson Room, New Street Square, EC., 11.30

Norcros, Insurance Hall, 20 Aldermanbury, EC., 12.00

BOARD MEETINGS:

Finals:

Aitken Hume

Border TV

Calorvision

Cray Electronics

Denims

Dalepak Foods

Ellis & Everard

Ensor

MFI Furniture

Menzies (John)

Optometrics

Reject Shop

Savills

Tomkins

Interims:

Barr (AG)

Low & Bonar

■ **TOMORROW**

COMPANY MEETINGS:

Aegis, 2 Eaton Gate, SW., 8.30

Albrighton, 135 Allport Street, Cannock, Staffordshire, 12.00

Brazilian Inv. Trust, Exchange House, Primrose Street, EC., 12.15

British Airways, Barbican Centre, EC., 11.00

Dart Group, 36 St. Andrew's Hill, EC., 10.00

Friendly Hotels, Connaught Rooms, 61-65 Great Queen Street, WC., 11.00

Great Portland Estates, Cafe Royal, 68 Regent Street, W., 12.00

Henderson Administration, 3 Finsbury Avenue, EC., 12.30

Johnson Matthey, National Gallery, Trafalgar Square, WC., 12.00

Salvesen (Christian), Sheraton Hotel, Festival Square, Edinburgh, 11.00

Ticketing Group, 22 Tudor Street, EC., 11.00

Young & Co's Brewery, Earl's Court Park Inn Intl., Lillie Road, Fulham, SW., 4.00

BOARD MEETINGS:

Finals:

Adam & Harvey

Birse

Bogod

Bulmer (HP)

Electron House

Helton

Jacques Vert

Prism Leisure

Real Time Control

Triplex Lloyd

Wyko

■ **WEDNESDAY JULY 14**

COMPANY MEETINGS:

Albany Inv. Trust, Port of Liverpool Bldg., Pier Head, Liverpool, 2.30

Beck Hldgs., Bere House, Neen Brook Road, Huthwaite, 12.00

Dawson Intl., Caledonian Hotel, Princes Street, Edinburgh, 12.00

Drayton English & Intl. Trust, 11 Devonshire Square, EC., 12.00

Finsbury Trust, The Imperial Hotel, Russell Square, WC., 12.00

Fleming High Inc. Inv. Trust, The Chartered Accountants' Hall, Moorgate Place, EC., 2.30

Kleinwort Endowment Policy Trust, 10 Fenchurch Street, EC., 12.30

RIT Capital Partners, The Royal Automobile Club, 89 Pall Mall, SW., 12.00

Rhys, Crompton House, Bass Fold Road, Wingates Industrial Park, Westhoughton, Bolton, 12.00

Storehouse, Royal Lancaster Hotel, Lancaster Terrace, W., 12.00

BOARD MEETINGS:

Finals:

Armitage Brothers

Betteys

Nobo

Scantronic

Stanley Leisure

Tipbook

Interims:

BWD Securities

Leslie Wise

M & G Dual-Tst.

Olim Convertible Tst.

■ **THURSDAY JULY 15**

COMPANY MEETINGS:

Airflow Streamlines, Northampton Moat House, Silver Street, Northampton, 12.00

British Inv. Trust, Donaldson House, 97 Haymarket Terrace, Edinburgh, 11.00

Fleming European Fledgling Inv. Trust, 25 Copthall Avenue, EC., 12.00

Gartmore Value Invs., 16-18 Monument Street, EC., 10.00

Hay (Norman), Surface Technology, Lower Ford Street, Coventry, 11.00

Hi-Tec Sports, The Moat House, Aviation Way, Southend-on-Sea, Essex, 10.00

Marks & Spencer, Grosvenor House Hotel, Park Lane, W., 11.00

Meyer Intl., Strand Palace Hotel, Strand, WC., 12.00

Oceana Consolidated, 25 Luke Street, EC., 10.30

Persona, Orion House, 5 Upper St. Martin's Lane, WC., 10.00

Flyer, The Brewery Conference Centre, Chiswell Street, EC., 12.15

BOARD MEETINGS:

Finals:

Druck

Gt. Universal Stores

Hampson Inds.

Jones Stroud

Jurys Hotel

Moorgate Inv. Tst.

Multitone Elect.

Vernon Intl.

Welsh Water

Wood (John D.)

Interims:

Aberforth Smaller Co's.

Automated Security

Fleming Fledgeling Inv.

General Cons. Inv. Tst.

Rank Org.

■ **FRIDAY JULY 16**

COMPANY MEETINGS:

Alexon Group, Kent House, Market Place, W., 10.00

Drummond, Norfolk Gardens Hotel, Bradford, 11.00

Fledtech, The Hallen Hotel, 5 Hallen Street, SW., 12.00

Ivory & Sime, Caledonian Hotel, Princes Street, Edinburgh, 12.30

Property Partnership, County Suite, Hotel Norwich, Boundary Road, Norwich, 11.30

Proteam, 135 Bishopsgate, EC., 12.00

Seton Healthcare, Periquito Hotel, Manchester Street, Oldham, 11.00

Thorn EMI, Marriott Hotel, Duke Street, Grosvenor Square, W., 11.30

BOARD MEETINGS:

Interims:

Alexanders Hldgs.

Greenfriar Inv.

Sycamore

Company meetings are annual general meetings unless otherwise stated.

Please note: Reports and accounts are not normally available until approximately six weeks after the board meeting to approve the preliminary results.

DIVIDEND & INTEREST PAYMENTS

■ **TODAY**

Apollo Metals 1.2p

Austr. & New Zealand Bkg. A$0.1

Brown & Jackson 0.1p

Caisse Francaise de Dev. 12¼% Gtd. Ln. 2013 £308.25

CNA Gallo R0.54

Conversion 9% Ln 2011 £4.5

Do. 9½% Ln. 2001 £4.75

Daicel Chem. Inds. 6.1% Bds. 1997 Y610000

E.I. Du Pont de Nemours 12¾% Nts. 1994 Lire247500

Guinness Fin. BV 8% Gtd. Nts. 1994 $80

Jackson 1.5p

Land Securities 10.55p

Lasmo 8¾% Bds. 1998 $85

Do. 10% Nts. 1994 $100

Lucas Inds. 10¾% Bds. 2020 £1087.5

Mitsui Fud. & Fdg. Float Nts. 1995 Y580000

Northern Indl Improvement Tst 8p

Pacific Dunlop 7% Sub. Cnv. Bds. 1996 $70

Polyphand (CP) (Bermuda Reg.) $0.00780

Do. (Hong Kong Reg.) $0.06

Do. (UK Reg.) $0.00780

Reed Publishing (USA) 8% Gtd. Bds. 1998 $800

Riverview Rubber Ests. M$0.15

Severn Trent 11⅝% Bds 1999 £575

Smart (J) 2.3p

Standard Chartered Und. Prim. Cap. Flg. Rate Nts. $317.53

Do. Und. Prim. Cap. Flg. Rate Nts. (Sers. 4) $157.89

Warner Estate 3.65p

■ **TOMORROW**

Bradford & Bingley Bldg. Soc. Flg. Rate Nts. 1997 £149.51

Do. Flg. Rate Nts. 1998 £151.15

Britannia Bldg. Soc. £148.39

Commonwealth Bank of Australia Und. Flg. Rate Nts. (Exch. into dtd. Flg. Rate Nts.) (Feb 1989 Iss.) $188.66

Marine Midland Fin. NV Gtd. Flg. Rate Nts. 1994 $13.27

MBE Finance NV Sers. A Gtd. Dual Basis Bds. 2001 $209.91

Do. Sers. B Gtd. Dual Basis Bds. 2001 $204.88

Natl. Westminster Bank Prim. Cap. Flg. Rate Nts. Sers. A $188.54

Tiger Oats 5½% Prf. R0.055

Unitas Var. Rate Sub. Nts. 2000 $94.78

Young & Co's Brew. NV 7.5p

■ **WEDNESDAY JULY 14**

BZW Convertible Inv Tst 1.5p

Finsbury Trust 2p

Do. A NV 2p

Funding 3½% 1999/2004 £1.75

Great Portland Ests. 6.6p

Harrisons & Crosfield 7¾% Sub. Cnv. Bds. 2003 £75

Howden-Stuart 2.365p

Treasury 12½% Ln. 1993 £6.25

Do. 13½% 2000 £6.5

■ **THURSDAY JULY 15**

Agricultural Credit Corp. 9% 2001 IR£4.5

Agricultural Mortgage Corp. 9½% Deb. 1992/95 £2.75

Do. 6¼% Deb. 1992/94 £3.125

Albany Inv. Tst. 2.75p

Amer. Medical Intl. 9¾% Uns. Ln. 2011 £4.9875

Bank of Scotland 2.8p

Barclays Bank 12% Uns. Cap. Ln. 2010 £6

Bercom 1.25p

Bradford & Bingley Bldg. Soc. Flg. Rate Nts. 1999 £152.71

Carnaud Metalbox 5¼% Bds. 1998 $61.25

Chrysler Corp. $0.15

Churchbury Ests. 4.2% Prf. 2.1p

Dares Ests. 10¼% 1st Mtg. Deb. 2012 £5.125

Drayton English & Intl. Tst. 0.8p

Edinburgh Inv. Tst. 3¾% Deb. 1998 £1.875

Finlay (James) 2.15p

Fisher (Albert) 1.65p

Govett Strategic Inv. Tst. 10¾% Deb. 2016 £5.1875

Halifax Bldg. Soc. Flg. Rate Nts. 1995 £152.71

Helical Bar 5¼% Cnv. Red. Prf. 2012 2.625p

Henderson Admin. 28.5p

Intl. Business Comms. Uns. Sub. Deb. 1996 £2

Republic of Ireland 9% Gov. Bds. 2001 IR£4.5

Lasmo 9⅝% Red. Prf. 1998 4.8125p

McKechnie 5p

Morgan (JP) $0.6

Murray Intl. Tst. 3.9% Prf. 1.95p

North Surrey Water 4% Deb. £2

Do. 4¼% Deb. £2.125

Do. 5¼% Deb. £2.625

Occidental Petroleum $0.25

Oriel 3p

Pacific Gas & Electric $0.47

Perkins Foods Cnv Red Prf 4p

Prudential Fdg. Corp. 8¾% Nts. 1994 $87.5

Quaker Oats $0.48

Quebec Central Railway £2.5

Ross 0.45p

Royal Tst. Gov. Securities Fd. Inc. Ptg. Red. Prf. 1.1p

Horace Small Apparel 2p

SmithKline Beecham A 2.533p

SmithKline Beecham/SmKline Beckman Equity Units $0.04888

SmithKline Beecham/SmKline Beckman ADR $0.2448

Stratagem 1.5p

Kingdom of Sweden 11% Ln. 2012 £550

Treasury 9¾% Ln. 1999 £4.75

Witan Inv. 3.4% Prf. 1.7p

■ **FRIDAY JULY 16**

Aberdeen New European Inv 0.3p

Anglo & O'seas Tst. 4½% (3.15% net) Prf. 1.575p

Avon Rubber 5p

Barlow Rand R0.54

Body Shop Intl. 1.02p

BPM Amer. Inc. 9¼% Gtd. Nts. 1999 $22.5

British Inv. Tst. 2.8p

Callyns 5.5p

Craig & Rose 12.5p

Daily Mail & Genl. Tst. 36p

Do. A NV 36p

Devenish (JA) 1.625p

East Surrey Hldgs. 7.35p

Echlin $0.175

Euro. Inv Bk 9% Ln. 2001 £225

Everard Bardon 1.2p

Jos Hldgs. 2.875p

Kalsey Inds. 3p

McLeod Russel 2.75p

Motorola $0.11

Natl. Westminster Bank Prf. Sers. A $0.532

RIT Cap. Partners 1.15p

Sidlaw 4.25p

Spandex 4.8p

Suzuki Motor Corp. 6% Bds. 1998 Y600000

Tiger Oats R0.28

United Drug IR2.2p

Treasury 8½% Ln 2007 £4.25

Westbury 3.25p

Wheaton 2.2p

Young (H.) Hldgs. 2p

■ **SATURDAY JULY 17**

Treasury 2½% IL 2024 £1.7679

PARLIAMENTARY DIARY

■ **TODAY**

Commons: Questions to National Heritage ministers, Attorney General and the Overseas Development Administration. Finance Bill, report. International Development Association (Tenth Replenishment) Order.

Lords: Road Traffic (Driving Instruction by Disabled Persons) Bill, committee. European Communities (Amendment) Bill, report. Food Protection (Emergency Prohibitions) (Paralytic Shellfish Poisoning) orders. Criminal Justice (International Cooperation) Act (Enforcement of Overseas Forfeiture Orders) (Scotland) Amendment Order. Confiscation of the Proceeds of Drug Trafficking (Designated Countries and Territories) (Scotland) Amendment Order.

Select committees: Defence. Subject: The Dockyards. Witnesses: Mr Malcolm Rifkind, defence secretary, and Ministry of Defence Officials. 4.15pm.

Information. Subject: Parliamentary data and video network. Witnesses: Mr Jim Rodda, director of finance and administration, Mr Richard Morgan, computer officer, and Mr Andy Makepeace, parliamentary works directorate. 5pm.

■ **TUESDAY**

Commons: Education questions. 3.15pm questions to the prime minister. Finance Bill, remaining stages. Education (Assisted Places) (Amendment) Regulations. Partnerships and Unlimited Companies (Accounts) Regulations.

Lords: European Communities (Amendment) Bill, report. Noise and Statutory Nuisance Bill, second reading.

Select committees: National Heritage. Subject: the future of the BBC. Witnesses: BBC finance and information technology; BBC network television. 10.30am.

Treasury and Civil service. Subject: the role of the civil service. Witness: Mr Stephen Dorrell, financial secretary to the Treasury. 11am. Opposed Bill Committee. British Waterways Bill [Lords]

■ **WEDNESDAY**

Commons: Foreign Office questions. Debates opened by Opposition on Scottish local government and water and debt and trade development after G7 summit.

Lords: European Communities (Amendment) Bill, report.

Select committees: Environment. Subject: Energy efficiency in buildings. Witnesses: AH Ernster, Energy Systems Trade Association. 9.15am.

Parliamentary commissioner for administration. Subject: powers, work and jurisdiction of the Ombudsman. Witness: Mr William Waldegrave, chancellor of the Duchy of Lancaster. 10.15am.

Foreign Affairs. Subject: relations between the UK and China. Witness: Mr Alastair Goodlad, foreign office minister. 10.30am.

Trade and Industry. Subject: competitiveness of UK manufacturing industry. Witnesses: officials from the competitiveness unit of DTI; Professor Voss and Mr P Hanson. 10.30am.

Employment. Subject: the work of the Commission for Racial Equality. Witness: Mr Herman Ouseley, chairman of Commission for Racial Equality. 4.15pm.

Health. Subject: London's health service. Witnesses: London Implementation Group. 4.15pm.

Parliamentary Commissioner for administration. Subject: the powers, work and jurisdiction of the Ombudsman. Witness: Mr William Reid, parliamentary commissioner for administration. 4.15pm.

Treasury and civil service. Subject: the role of the Bank of England. Witnesses: Lord Young of Graffham and Mr Peter Morgan, director general, Institute of Directors. 4.15pm.

European legislation. Subject: fisheries. Witnesses: Mr Michael Jack, Agriculture minister and Sir Hector Monro, Scottish Office minister. 4.30pm.

Home affairs. Subject: Racial attacks and harassment. Witness: Mr Peter Lloyd, home office minister. 4.45pm.

Science and technology. Subject: the routes through which the science base is translated into innovative and competitive technology. Witnesses: to be confirmed. 4.45pm.

■ **THURSDAY**

Commons: Treasury questions. 3.15pm questions to the prime minister. Welsh Language Bill, remaining stages. Appropriation (Northern Ireland) Order.

Lords: Crofters (Scotland) Bill, third reading. Scottish Land Court Bill, third reading. Railways Bill, committee. Sexual Offences Bill, third reading. British Nationality (Hong Kong) (Selection Scheme) (Amendment) Order. Hong Kong (British Nationality) (Amendment) Order.

Select committees: Opposed bill committee. British Waterways Bill [Lords] 10.30am. Crossrail 11am.

■ **FRIDAY**

Commons: Debate on tackling fraud and abuse in social security.

Lords: Health Service Commissioners Bill, committee. Probation Service Bill, committee. Pension Schemes Bill, committee. Pension Schemes (N Ireland) Bill, committee. Road Traffic (Driving Instruction by Disabled Persons) Bill, third reading. National Lottery Bill, report. Incumbents (Vacation of Benefices) (Amendment) Measure.

LEGAL NOTICES

LONGSTAFF AND SHAW
HOLDINGS LIMITED
Company No: 2058486
LONGSTAFF AND SHAW LIMITED
Company No: 535938
LONGSTAFF AND SHAW
ENGINEERING LIMITED
Company No: 1989010
LONGSTAFF AND SHAW
SERVICES LIMITED
Company No: 1046811
L&S
FIRE PROTECTION SYSTEMS LIMITED
Company No: 1046810
(ALL IN RECEIVERSHIP
AND LIQUIDATION)

NOTICE IS GIVEN, pursuant to Section 105 of the Insolvency Act 1986 that a General Meeting of Members and Creditors of the above named company will be held at the offices of Cork Gully, Plumtree Court, London, EC4A 4HT, on 29 July 1993 at 10.00 am and 10.15 am respectively for the purposes of receiving an account of the liquidators' acts and dealings and of the conduct of the winding up to date.

A R Stanway
Joint Liquidator

NOTICE OF APPOINTMENT OF
ADMINISTRATIVE RECEIVERS
CHARLES ROSS LIMITED

Registered No: 125513

Trade classification: 23. Trading name: Ross Steel Services. Joint Administrative Receivers: David John Stokes and Michael Joseph Moore, Coopers & Lybrand, 1 East Parade, Sheffield, S1 2ET. Office holder numbers 2682 and 5562. Date of appointment: 1 July 1993. Name of appointer: National Westminster Bank PLC.

Signed D J Stokes
Date: 5 July 1993.

SEOUL INTERNATIONAL TRUST

International Depositary Receipts
evidencing Beneficial Certificates
representing 1000 units

Issued by

Morgan Guaranty Trust Company of New York

Notice is hereby given to the Unitholders that Seoul International Trust will declare on August 1st, 1993 a distribution of Won 372,000 per IDR of 1000 units in the Republic of Korea.

Coupon No. 9 of the International Depositary Receipts of Seoul International Trust and Seoul International Trust Resold is payable from August 13, 1993 in US dollars at one of the following offices of Morgan Guaranty Trust Company of New York:

Brussels, 35 Avenue des Arts
New York, 60 Wall Street
London, 60 Victoria Embankment
Frankfurt, 44-46 Mainzer Landstrasse
Zurich, 38 Stockerstrasse

The proceeds of the coupons presented will be converted into US dollars at the prevailing spot rate of the day following their presentation, and will be distributed to the Unitholders in proportion to their respective entitlements and after deduction of all taxes and charges of the Depositary.

Holders residing in a country having a double taxation treaty with the Republic of Korea may obtain payment of their coupons at a lower rate of the Korean non-resident withholding tax, on condition they furnish either to the Depositary of through one of the designated sub-paying agents a certificate showing their residence together with a copy of the Certificate of Incorporation or a copy of the passport for individuals. Those documents are requested by the Korean National Tax Administration Office as evidence of residence and without them the full rate of 26.875 pct Korean non-resident withholding tax will be retained.

Depositary: Morgan Guaranty Trust Company of New York
35 Avenue des Arts, 1040 Brussels

EC capital is flying high
with airport extension
Page 2

FINANCIAL TIMES SURVEY

BELGIUM

Monday July 12 1993

*Green light likely for
Europe's first eco-tax*
Page 3

As it assumes the presidency of the European Community this month, Belgium is embarked on a course towards a more federalist structure at home. It sees Europe as an anchor for its own political and economic restructuring. **David Gardner** reports.

Euro-devotee calls the tune

Symphony of joyful expectations: Foreign Minister Willy Claes, baton in hand, will try to keep the 12 EC member states playing in unison this year (see page three)

IT IS HARD to imagine any European Community country other than Belgium decreeing a reduction in jail sentences *for convicted prisoners* to mark its assumption this month of the EC's presidency. Idiosyncratic though the gesture seems, it illustrates the importance Belgium attaches to Europe, and to its place in it.

Belgium, always in the vanguard of Euro-federalism and in the throes of settling down to a more federalist structure at *home, takes over* management of the Community after a year which has seen a backlash against the Maastricht treaty on political, economic and monetary union, in a number of European countries.

It intends to set a new tone, banking on ratification of the treaty in the UK and Germany by around September. Mr Jean-Luc *Dehaene, the burly Flem*ish Christian Democrat who heads Belgium's four-party Centre-Left coalition, repeated in several eve-of-presidency interviews that over the next six months he is setting the EC's compass to go "not a step *further than* Maastricht, but towards all of Maastricht".

Mr Dehaene, is quite likely *to call a special autumn sum*mit after treaty ratification, with Franco-German backing. The intention would be to relaunch the EC: the practical goal would be to agree the rules, management and location for the European Monetary Institute. This is the precursor to the European Central Bank envisaged for later this decade under the plans for economic and monetary union (Emu) which lie at the heart of Maastricht. It must be in place by next January to launch the second stage of Emu.

Mr Dehaene and his colleagues remain convinced of *the need for Maastricht* and the viability of Emu. They are determined to use their presidency to raise the EC flag from political half-mast, where it has scarcely fluttered *for* the past year, as first the British and then the Danes held the Community presidency.

They see Europe as an anchor for Belgium's own federalism and as *offering* a pretext for re-ordering its economy, especially to put its public finances right. Mr Dehaene told the Spanish daily, El Pais, recently that Belgium's European and domestic federalisms "are complementary and indissolubly linked". Yet, Belgian politicians often give the impression *that they believe their* linguistically fragmented country – divided between French-speaking *Wallonia, Dutch-speaking* Flanders and polyglot Brussels – can only survive as a nation-state within firm supranational structures provided by growing EC integration.

That is "taking it a step too far," counters Mr Willy Claes, foreign minister and a Flemish Socialist, but he happily *acknowledges that*, "we have always been in favour of transfers of national sovereignty towards a supranational body," and that "there is a link going in the other direction".

Under a seven-party deal in May, Belgium devolved national sovereignty downwards to an extent that will make it one of the most com*pletely federalised states* in the EC after its next elections. The state will retain control of for*eign policy* and *defence*, justice, taxation and social security, but other matters, from the environment to education, and from trade to transport, will be the responsibility of the three regional executives and *their directly elected* parliaments.

Securing decisions in Belgium will *then become almost* as arduous as getting the EC 12 to agree, but, local politicians *emphasise, they will* have a firm consensus underpinning them, and a comfortable EC umbrella above. It will, moreover, by then have an advisory committee of the regions, an arrangement which Belgium is convinced is the embryo of a "Europe des regions".

That is one reason why widespread predictions in May that *Belgium was heading for a* Czech/Slovak-style divorce appear alarmist. A provocative statement at the time by Mr Luc Van den Brande, Christian Democrat chief of the Flemish executive, predicted that federalisation would lead to complete autonomy for Flanders within the decade. Recent opin*ion polls, however, make it* clear that only 6 per cent of Belgians, and even only 9 per cent of Flemings, favour separation. The majority backs a federalist solution.

So-called Belgo-Belge scraps between Dutch and French-speakers are increasingly less melodramatic, partly because of this, partly because politicians from all parties are deeply unpopular – and want to stave off elections as long as *possible – and also because* Belgium has moved into recession.

In the view of leading economists, such as Mr Peter Praet of Generale de Banque, the separatism debate has the merit of focusing attention on Belgium's structural shortcomings, such as its fast-rising *social security bill, in both* Flanders and Wallonia.

The government is struggling against a serious imbalance in public finances, with a budget deficit of 6.9 per cent last year and a government debt overhang equivalent to nearly 125 per cent of national output. Excluding interest on the debt, the budget is in surplus. The government is poised to stem part of the interest payment haemorrhage by refi*nancing short-term foreign bor*rowings into long-term debt denominated in Belgian francs.

That should produce a sizeable reward – perhaps a 1.5 percentage points of gross domestic product saving on the interest bill – for its three-year old *franc fort* policy of tying the franc to the D-Mark.

Convinced it can reach the 3 per cent of GDP target budget deficit for Emu laid down by *Maastricht, Mr Dehaene* pushed through a BFr110bn tax and cuts package in March, at the cost of the near-collapse of his government. The government also expects BFr25bn this year and next from a four-year privatisation drive which is expected to net BFr70bn. This will put up for sale assets ranging from the CGER/ASLK *banking and insurance group*, to Belgacom, the state telecommunications company.

Though Belgium is as much out of step with the Emu criteria as the UK, Italy or Spain, the Belgian franc became a refuge currency, in the currency *mayhem of last autumn*, and did not have to leave the exchange rate mechanism, the EC's currency grid, or devalue. This was a tribute to the credibility of its monetary policy, and Belgium's perceived status as part of the hard core EC currency zone, encompassing Germany, France and the Benelux countries.

With other partners gaining competitive advantage through devaluation, Belgium has to stay *within this* hard core, to which it sells three fifths of its exports, but it is failing to bear down on indexed and inflationary wage settlements which are blunting its competitive edge. It has opted instead to use revenue from new taxes on non-industrial fuel users to cut employers' social security payments in the exports sector. This will not be enough, however, to close a widening wage gap with its main partners.

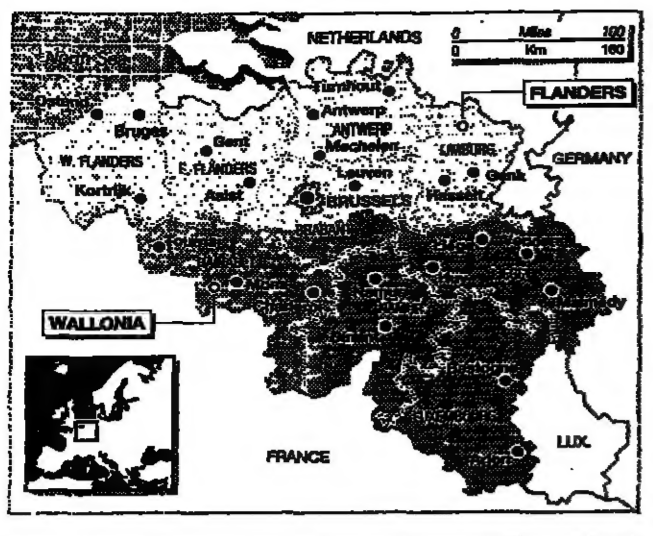
In Belgium, these strains strengthen the attraction of Emu's goal of a single cur*rency, and even of an earlier* locking of parities between the hard core countries, once *Maastricht is ratified*. The latter idea, canvassed by Euro-federalists, is that a *fuite en avant* by the stronger economies would establish a target at which weaker partners could aim later.

"I'm in favour of that," says Mr Alfons Verplaetse, the respected governor of Belgium's central bank, "but I don't think it will happen. This recession could be longer than we think."

Mr Praet says locking parities would be dangerous while there was uncertainty about what was going to happen in a year's time in Germany. "When growth resumes, maybe we can try something more audacious," he adds.

But the longer-term goal of full EC monetary union still looks like a haven to Belgium. As Mr Claes expresses it: "When there are monetary changes in Washington we feel *it across the European conti*nent. Are we still not ready to face up to the lessons of the *monetary instability of last* year, which not one member state was able to resist by itself?"

BELGIUM 2



KEY FACTS

Area 30,520 sq km Population 9.98m (1992 est)
Head of state: King Baudouin Currency Belgian franc
Average exchange rate 1991 $1 = BFr34.15
1992 $1 = BFr32.15

ECONOMY	1992	Latest*
Total GDP ($bn)	218.7	n.a.
Real GDP growth (%)	0.8	0.0
Consumer prices (% chng pa)	2.4	2.4
Unemployment (% of lab force)	11.3	12.1
Benchmark bond yield (% pa, avg)	8.63	7.04
Public debt as % of GDP (year end)	121.0	n.a.
Current account balance ($bn)	4.7	n.a.
Trade balance ($bn)	–2.5	n.a.
Main trading partners		
(1992, % by value)	Exports	Imports
Germany	23.0	23.9
France	19.1	16.3
Netherlands	13.8	17.4
EC	75.3	73.6

Trade figures refer to Belgium-Luxembourg Economic Union; * 1993 figures (GDP growth – year forecast; CPI, unemployment – June; bond yield - 5/7/93) Source: IMF, World Bank, Datastream, EIU

Economy hit hard by general EC climate, says **David Gardner**

Export fall fuels recession

BELGIUM'S high productivity and export-oriented economy is suffering from recession among its partners, a sharp downturn at home, and the unsustainable expense of a huge government debt equivalent to about 125 per cent of its national output.

Yet it is also well positioned to reap rewards from its *franc fort* policy, linking the Belgian franc to the D-Mark. This tie, tenaciously maintained for the past three years, makes the Belgian government even more determined to link up in monetary union with its neighbours, especially after the European currency chaos of last autumn.

From 1988, Belgium enjoyed three years of high, non-inflationary growth, peak private investment and good corporate profitability, along with big increases in disposable income. But the more than 4 per cent of gross domestic product average growth of 1988-90 slowed to 1.9 per cent in 1991 and just 0.8 per cent last year. This year is likely to see a contraction of about 0.7 per cent, and only a slow pick-up of around 1 per cent of GDP is foreseen for 1994.

At home, demand has fallen; new car registrations for the first three months of this year, for instance, were down 19.4 per cent on the same period last year. But this is more due to the general climate of EC-wide recession and rising unemployment. In Belgium, there is no "debt deflation" brake holding back a rise in consumption as there is in the UK and Scandinavia. On the contrary, the size and rate of household and corporate savings is high.

The determining factor in Belgium's recession is the slowdown in its export markets. Its exports are equivalent to about two thirds of its GDP, and nearly two thirds of its sales abroad are to its neighbours in Germany, France and the Netherlands, all in recession. In addition, Belgium's relative dependence on what it earns in the international marketplace is far greater than any of these main partners; per capita it exports nearly twice the amount Germany does.

Export success had fuelled high growth, particularly following German reunification. But the extent of German economic contraction has hit Belgium hard. Germany "delayed the recession for Belgium", says Mr Alfons Verplaetse, the central bank governor.

The poor outlook for exports has led to annual investment growth coming down from more than 15 per cent three years ago to perhaps minus 2 per cent this year. Company bankruptcies in the first six months this year reached a record 3,079, 35 per cent up on the same period in 1991, when the first signs of a slowdown appeared.

Last year also saw the first volume fall in exports since 1975, and a 1.4 per cent drop in foreign sales at current prices. All this has fed through into lost jobs, with unemployment rising from 9.3 per cent in 1991, to an expected 11.9 per cent this year.

With the franc pegged to the D-Mark, a collateral and dangerous problem has been the higher rate of wage increases in Belgium over the past three years, creating a 4 per cent wage gap with its three main trading partners. Belgium is the last EC country (aside from Luxembourg with which it has an economic union) to retain automatic wage indexation, leading over the past three years to nominal wage rises nearly twice the rate of inflation, now at around 2.8 per cent. While wage settlements have generaly been around or below German levels, the OECD reckons that in 1988-1994, Belgian wages will have risen by 38 per cent, against 30 per cent in France, and 28 per cent in the Netherlands.

"The government has been very slow to recognise that problem," says Mr Peter Praet, chief economist at Générale de Banque, the leading commercial bank. "It is very clear that in Belgium we have a very deep crisis, in industrial employment, not in services," acknowledges Mr Verplaetse.

From 1988, Belgium enjoyed three years of high, non-inflationary growth

A vain attempt to end wage indexation nearly brought Mr Jean-Luc Dehaene's Centre-Left government down in March. Instead, BFr10bn revenue from fuel taxes on non-industrial users are to be mobilised to lighten the high social security charges on employers in the traded goods sector of the economy. This redistribution of the tax burden – the so-called Maribel plan – should close about 40 per cent of the wage gap, according to Mr Verplaetse, provided it can be repeated next year and in 1995.

The other vital ingredients to retain Belgium's competitive edge are wage moderation and a concerted effort to bring the budget deficit and government debt under control.

Recent signs that wage settlements were easing are already looking ephemeral. Most unions at national level had agreed not to seek real wage increases in 1993-94. But subsequent negotiations at sectoral level have secured rises – after inflation which is *automatically* added in – of between 1.4 and 3.4 per cent in 14 industries.

Moreover, the higher fuel charges in the Maribel plan will also go into the retail price index and therefore back into wages. The plan may not have as much effect as the authorities foresee in closing the wage gap with Belgium's competitors.

Public finances have also suffered some drift. The Dehaene government is vigorously trying to get the deficit under control, through a mix of new taxes and spending cuts. The near collapse of the government in March over a BFr110bn budget-cutting package underlined the political sensitivity of the task.

The turnaround in government finances between 1981 and 1991 was impressive. Spending was cut from 59.6 per cent to 51.7 per cent of GDP, with revenues falling modestly from 46.4 per cent to 45.4 per cent. The deficit was thereby only cut from 13.3 per cent of GDP to 6.3 per cent. The balance of the budget after interest paid on debt is taken out, however, moved from a deficit of 5.5 per cent to a "surplus" of 4.1 per cent. Nevertheless, the deficit with interest crept up to 6.9 per cent last year – well wide of the 3 per cent target set by the Maastricht treaty for 1996 for member states such as Belgium determined to be in the first wave of European economic and monetary union (Emu).

Yet in the coming months the government can call in short-term debt, and refinance it long term, and in Belgian francs. "I hope we will see in '94 the real reward for the strong franc policy," says Mr Praet, who foresees a saving on the government's interest bill equivalent to 1 to 1.5 per cent of GDP.

If interest rates in Germany, and therefore Belgium, ease down further, Belgium should be on target for a deficit of around 5.3-5.5 per cent of GDP next year.

The authorities have little doubt that they can and must make it into the first wave of Emu. They point out that the franc became a refuge currency during last September's chaos in the exchange rate mechanism of the European Monetary System – with short-term inflows of BFr122bn, or 1.7 per cent of GDP.

Speculators, they said, ignored the fact that Belgium's current account has had a surplus of around 2 per cent of GDP since 1985, and that in spite of the deficit in its public finances, it is a net creditor country through its high private savings. The brief rise in domestic interest rates during the March budget cuts and wage indexation crisis was quickly reversed.

In the future, however, the franc could still come under pressure if wage indexation continues to erode Belgian competitiveness.

Hilary Clarke discusses legislation designed to protect the environment

Green light likely for eco-tax

BELGIUM is set to become the first European country to introduce a green tax to force consumers to switch to products that have a less damaging effect on the environment. The so-called eco-tax, at present being debated in the Belgian upper house, has put the government of Prime Minister Jean-Luc Dehaene at odds with a range of different industries from plastics and chemicals to French mineral water producers. If, as seems likely, the tax is agreed by the senate, it will become operational next year.

The eco-tax was born out of Belgium's constitutional reforms, the bulk of which were agreed last February. To obtain a necessary two-thirds majority in parliament for its sweeping constitutional changes which will federalise the country, the government needed the support of opposition Flemish Agalev and French-speaking Ecolo parties. The ecologists, who between them have 18 members of parliament, seized the opportunity and said they would back the government's plans only if it agreed to the eco-tax.

Industry claims the eco-tax will put up new barriers to trade and is out of step with environmental legislation designed to cut domestic packaging waste in the European Community. Belgium's trade unions, which originally backed the tax, have now joined the employers' protest because they fear it could result in huge job losses.

The experimental tax will be applied to a selected group of consumer items including disposable cameras and razors, paper with less than a certain amount of recycled fibre and domestic chemical products such as weed killers, pesticides and glue. Beer and wine bottles, soft drink cans and water bottles will also be taxed a maximum of 15 francs a litre. Batteries and throw-away razors will have a levy of 10 and 20 francs respectively.

Leading the battle against the tax are the plastics and chemicals industries. PVC bottles are the only product which will automatically be taxed the maximum 15 francs a litre in a bid to gradually abolish PVC production altogether. "PVC is the most recycled material in Belgium today. It is clear there is a prima facie discrimination against PVC," said Jean-Marie Chandelle, head of corporation communications with Belgium's largest PVC manufacturer, Solvay.

French water manufacturers have joined the Belgian plastic industry in their protest as the majority of plastic-bottled water in Belgium is imported from France. The French government has lodged an official complaint against the tax with the Belgium authorities. For its part, the plastics industry has complained to the European Commission that the tax discriminates against PVC.

But the tax has also angered a broad range of Belgian industry. "We are not against the principle of imposing a levy on a product to correct damage done to the environment, but we are against an arbitrary and general taxation the proceeds of which will not be used for cleaning up the damage the product has done," said Georges Jacobs, head of the Belgian Industry Federation. Belgium's eco-tax differs from packaging waste schemes already introduced in other EC countries because it will be high enough to change consumer habits and influence distributors' choice in packaging, rather than raising revenue for waste management investment.

Environment has been the responsibility of Belgium's regional governments since 1980. Revenue from the eco-tax will be distributed to the Brussels, Flanders and Walloon authorities who will have control over its spending. The Belgian employers' organisation says there is no guarantee that money raised, an estimated BFr22.5bn on plastic bottles alone, is used for waste management and environment corrective projects. Doubts have also been raised over how the tax will be collected, although the Greens say the additional administration will be worth it because of the knowledge to be gained on consumer behaviour with regard to the environment.

Leading the battle against the tax are the plastics and chemical industries

Following the outcry from industry against the proposals, it was agreed to establish a follow-up commission to examine the impact of the tax, part of a last-minute trade-off between the government and the Greens during their negotiations over the eco-tax. The government-appointed body will have considerable power to modify the law, including waiting until June 1994 before setting final tax levels.

Resigned to the fact that the eco-tax will be introduced in Belgium in some form or other, Belgian packaging users, manufacturers and raw material producers are developing their own alternative packaging waste reduction programme, Fost-Plus, which will be based on Germany's Dual-System scheme. Under the Fost-Plus plans, distributors will pay a levy into a government fund which will be pumped back into industry-run waste management schemes. Industry hopes to persuade the Greens to adopt this system.

Whether the ecologists can be persuaded to do this is *uncertain*. "An essential element of green thinking is product policy, not just the production process. What's the point of a clean factory that makes polluting products?" asks Agalev member Chris Vermeeren, who helped draft the eco-tax legislation.

Industry's other plan of attack is via the European Community. "We hope the European Commission will at least object to the discriminatory clause against PVC," said Nancy Rusotto of the Association of Plastic Manufacturers in Europe.

Dick Leonard discusses the constitutional reforms

Fashioning federalism

IT TOOK 30 years of campaigning and the painful assembling of a seven-party agreement to obtain the necessary two-thirds majority, but in May the Belgian parliament approved the final steps to turn the country into a federal state. From now on the national government will be confined to carefully delineated powers.

These will be largely restricted to foreign affairs, defence, justice, internal security, taxation and social security. All the remaining responsibilities, including economic affairs, the environment, education, cultural affairs, transport, housing, planning, research, agriculture and foreign trade, will be devolved, or already have been, to three regions (Flanders, Wallonia and Brussels) and three language communities – Dutch, French and German.

It has been a *step by step* process, starting in 1980 when the regions of Flanders and Wallonia were established. A third self-governing region – for Brussels – was set up in 1987, when education was transferred from the national government to the language communities. The constitutional changes approved in May, which will not take effect until after the next parliamentary elections, are intended to complete the picture.

The changes foreshadow a considerable overhaul of the national parliament, which until now has been an unwieldy and not very influential body, with an almost complete overlap between the powers of the two chambers. Henceforth, the lower house – the Chamber of Representatives – which will be reduced from 212 members to 150, will be the main legislative body.

The Senate, the membership of which drops from 174 to 71, will essentially be a revising chamber. Separate parliaments for Flanders and Wallonia will be directly elected, as the parliament for Brussels has been since 1987. The minister-presidents of the three regions will in future be known as prime ministers. The province of Brabant, the only one which has previously been bilingual, will be split into two, leaving Belgium with five French- and five Dutch-speaking provinces.

The main inspirer of the constitutional changes was Wilfred Martens, who was prime minister almost continuously from 1979 to 1992. Yet it fell to his successor, Jean-Luc Dehaene, also a Flemish Christian Democrat, to steer the main changes through parliament, a tricky exercise as his left-centre coalition fell far short of the necessary two-thirds majority in both houses.

He managed to get the measures through by a judicious mixture of stick and carrot. The stick was applied to the four governing parties – two Christian and two Socialist – who were aware of their unpopularity in the country. A government defeat would have precipitated an early general election.

The carrots were offered to three opposition parties, each of whose support was needed. The support of the two Green parties – one for each of the main language groups – was obtained in return for new ecological taxes. The moderate Flemish Nationalists were won over by the introduction of a clause ensuring that residual powers not specifically mentioned in the constitution should revert to the regions.

Will the new changes stick or do they merely mark a stage in a process leading inevitably to separation, as in the case of Czechoslovakia? There are some warning signs, notably the press interview given in May by the Flemish minister-president, Luc Van den Brande. He foreshadowed a much more complete autonomy for Flanders, setting a target date of 2002.

Mr Van den Brande is a member of Dehaene's own party, and his interview, which was applauded by the bulk of the Flemish press, was embarrassing to the government. Yet the excitement soon died down, and a spontaneous march in Brussels a few weeks later, in opposition to separatism, drew a vast crowd.

David Gardner watches the government tune up for the EC presidency

Symphony of joyful expectations

WILLY CLAES, the Belgian foreign minister, brings a rare skill to his presidency of the European Community's Council of Ministers, which Belgium took over at the beginning of July for six months. He is a conductor of some repute.

He took up his orchestral baton at an eve-of-presidency concert, kicking off the Belgian mandate by conducting a rendition of Beethoven's Ode to Joy, the anthem of the EC. He will no doubt be hoping for its joyful reverberations over the next six months, as he tries to keep the 12 member states in unison at a fractious and difficult time in the community's development.

The Belgians are thoroughgoing federalists, at home and on the larger stage of Europe, where they have always been in the vanguard of the "ever closer union" to which the Maastricht treaty commits the Community. But they take over the EC's rotating management in the wake of two Euro-sceptical presidencies run by the UK and Denmark, which were strongly marked by these countries' difficulties in obtaining national assent to Maastricht. The Belgian presidency's unofficial slogan, reiterated in recent interviews by prime minister Jean-Luc Dehaene, is "nothing more, but nothing less" than the full application of the European Union treaty.

That majority of member states in favour of greater European integration are looking expectantly to Belgium to relaunch the Europe of Maastricht and propel it towards what have recently seemed ever more distant goals of monetary and political union.

Amid a flurry of pre-presidency surmise on how Belgium would try to tilt the EC balance back towards federalism, the government has dismissed suggestions that it will seek an early revision of the strict fiscal and monetary convergence criteria for economic and monetary union (Emu), and flatly denied that it will push for federalist reforms of EC decision-making ahead of the constitutional review foreseen by Maastricht for 1996.

By then, up to four new member states should be inside the EC, if enough Austrians, Swedes, Finns and Norwegians can be persuaded by their governments that this is worthwhile. Most of the crunch points in the negotiations with the applicant countries will be reached on Belgium's watch – and it will be judged in large part on how it handles them.

More streamlined decision-making, implying less room for national vetoes, is seen as the inevitable consequence of the EC enlarging to take in new members. But the present accession negotiations are supposed to get the applicants in by January 1995 – last month's EC summit in Copenhagen decided – with only minor adjustments to EC decision-making.

Mr Claes told the FT it would be "logical, democratic and fair play" to wait until the new members were in before discussing more far-reaching reforms. But he added that the goal of the Community "is not an economic one but a political one. We need an open debate and a sincere debate in Scandinavia and in Austria on this target". "Maastricht," he emphasises firmly, "is not an ending point."

That majority of member states in favour of greater European integration are looking expectantly to Belgium to relaunch the Europe of Maastricht

But Mr Claes, a Flemish Socialist in Mr Dehaene's Christian Democrat-dominated coalition, says his priorities are to speed up the EC enlargement talks, the fight against recession and unemployment, and implementing the Maastricht treaty, which should become fully ratified – Belgium hopes – by September at the latest.

He is seeking to lay modest but solid foundations for the two new "pillars" in Maastricht: agreement on two to three areas of its Common Foreign and Security Policy, and the embryo of a common stance on emigration and asylum policy as part of the "third pillar" of co-operation in justice and home affairs. "I should think that is more than enough for six months," he says with sobriety but clear relish.

EC federalists have been chastened by the backlash against the Community and the speed of European integration set off by Denmark's initial rejection of Maastricht just over a year ago. But it is, in any case, fair to say that EC partners who do not share its longer-term ambitions had always expected Belgium to run a pragmatic presidency.

"You can take it from me," says a senior British official intimately involved in the UK's presidency last year, "that they will be completely fair; unlike us, there will be no spin on the ball."

"It is not wise to exaggerate the possibilities and power of a presidency," Mr Claes says. "We know you need consensus to make progress, and that we are just the go-betweens." But while it is only natural after a year of EC drift for Belgium to discourage high expectations, its presidency faces a series of challenges going beyond its stated priorities.

■ **Money.** Its first task will be to preside over the share-out of Ecu157bn in EC regional and structural development spending for 1994-99, when all its partners except tiny, rich Luxembourg are unhappy with Commission plans for spending it.

■ **Gatt.** The Uruguay Round world trade reform talks will come to a head under the Belgian presidency. Belgium will have to contain growing tensions between France and its partners over the EC's stance, at a time when the Belgian government is increasingly sympathetic to the Paris hard line on farm trade. Mr Dehaene called last November's EC-US breakthrough on cutting farm subsidies "a tactical blunder" in a recent interview, saying it had to be "corrected".

■ **EC monetary policy.** It falls to Belgium to kick-start the second phase of Emu, due to start in January with the creation of the European Monetary Institute, precursor of the European Central Bank foreseen at the third stage later in the decade. The presidency will have to arbitrate amid continuing tensions arising from high German interest rates. It will also have to resolve the competition to host the EMI/ECB, as part of a complex package locating other EC institutions.

■ **Bosnia.** The EC's increasingly bad conscience about not doing enough to resolve the Bosnian conflict led Chancellor Helmut Kohl of Germany to champion lifting the arms embargo on ex-Yugoslavia to allow the Bosnian Moslems to defend themselves. At Copenhagen, the EC instead said it would send more troops to defend the Moslem "safe areas". Mr Dehaene has acknowledged that if not enough troops are sent, the embargo issue will come back.

Beyond this lies a minefield of more mainstream EC business and concerns. On the environment, for instance, the Belgian presidency will have to arbitrate in the increasingly ill-tempered row over German waste exports for recycling, partly by pushing hard to get the stalled EC directive on packaging waste through. Having introduced its own eco-taxes (green tax) Belgium is also committed to the planned EC energy tax to combat global warming. But Britain is flatly opposed to this.

The Belgians will be scrutinised closely, too, to see how well they conform to the EC's new pledge to be more open in its decision-making.

Andrew Hill looks at plans to modernise Brussels' airport

Capital of EC is flying high

BRUSSELS has a state-of-the-art airport. Unfortunately for the thousands of businesspeople and politicians who use it, the art is late-1950s.

Between 1958, when the terminal buildings were built for the World's Fair, and 1988, no substantial work was done on the site, apart from the construction of a small satellite terminal in the late 1970s.

But over the same period the city of Brussels has become the institutional capital of the European Community and a magnet for international business travellers and politicians. For these customers – who represent two-thirds of the 9m or so passengers using the airport annually – the 1958 terminal is a disappointment: cramped, shabby, and slow.

Perhaps Brussels airport's only advantage over its competitors is its proximity to the city centre. It can take only 15 minutes to travel by car from central Brussels to the north-eastern suburb of Zaventem where the airport is built – but that is more a geographical stroke of luck than a triumph of airport management, and it is let down by an out-of-date "City Express" train link.

Professor Pierre Klees, chief operating officer of the Brussels Airport Terminal Company since January, admits that the airport's owners – a combination of the Belgian state and private investors, including the country's largest holding companies – should have done more to keep the principal airport of the self-styled capital of Europe up to date.

Now, at last, the long-awaited improvements are being carried out. From the window of Mr Klees's office, the finger of a long, new pier points out towards the runways. Once complete, the extensions should allow Brussels to handle an extra 21m passengers a year – more than tripling the present capacity of 9.3m, to take account of estimated passenger growth forecasts of between 4 and 7 per cent a year.

Posters on the approach road to the airport proclaim a completion date of 1993. In fact, following wrangles with contractors, consultants, the government and the airlines, BATC is now estimating the new terminal, with 23 additional gates, will be open sometime in the second half of 1994. The company says it will set a formal completion date in September.

The building of the new pier – to be followed, eventually, by a second parallel pier linked by a tunnel – is the most obvious element of the work under way, and the one which is creating the most headaches for users of the airport. But BATC is simultaneously hoping to improve the efficiency of the existing terminal so that when the wraps come off the new buildings next year, the entire system will be quicker and easier to use. Automatic signalling systems will guide drivers to spaces in the airport's car parks, for example; a new integrated computer network, linking all airport services in collaboration with the airlines, should speed check-in, border and security controls; and BATC is also trying to persuade Belgian railways to upgrade the airport's rail links with Brussels and Antwerp.

The improvements do not come cheap. BATC announced a net consolidated profit of BFr283m in 1991, after tax, but it has had to raise BFr21bn, several billion francs more than the original estimates for the improvements, through a bond issue, to cover the cost of the new work.

Further cash will be needed to bring the new airport into line with the requirements of the Schengen free-travel agreement, which plans to abolish passport checks for travellers between nine continental EC countries from December 1. BATC will be given longer to carry out the work necessary to segregate intra-European passengers from international passengers, but Professor Klees still estimates the cost at some BFr1bn.

The extensions should mean an extra 21m passengers a year

Despite that, he says there is no way that the airport will rest on its laurels once the improvements have been made. "It's very damaging that we didn't start work like Schiphol [Amsterdam's airport] or Paris 20 years ago. I think all airports should have work in progress every day," he says.

The airport's managers are still cautious about what the future holds. In March, Mr Eric Kirsch, chairman of BATC and chief executive of the state authority which owns 48 per cent of the group's shares, said that the analysis of trends in aircraft movements, passenger and freight traffic in 1992 gave reason for "moderate but definite optimism".

But he also pointed out that Brussels was just one of a cluster of highly competitive airports, all attempting to be the hub of international and intra-European aircraft operations.

Brussels airport is certain to retain its head start over competitors as the only airport serving the EC institutions, not to mention Nato and a host of multinational company headquarters sited around Brussels. But an improvement in Europe's high-speed rail network could draw passengers to other modes of transport, and even entice them to use other hub airports as a way into Europe. That would increase the pressure on the new terminal, and could chip away at BATC's income, based on retail operations (40 per cent), airport taxes and charges for use of pier facilities (60 per cent).

Eurotunnel, operator of the Channel tunnel, claims a combination of high-speed train and tunnel will reduce the journey between Brussels and central London to three and a quarter hours, possibly making the train an attractive alternative to flying for some travellers.

Profile: GUY SPITAELS

Mr Wallonia pulls the strings

Guy Spitaels: opted to be Mr Wallonia

GUY SPITAELS, who led the French-speaking Socialist Party (PS) for 10 years until early last year, can claim to be the most successful leader the party has ever had. He rescued it from a seven-year spell in opposition, and in 1987 boosted its share of the vote in Wallonia to 44 per cent, the highest proportion of any Socialist Party in the EC, as he was quick to point out to any inquirers.

Along the way, he had effectively absorbed the predominantly left-wing separatist Rassemblement Wallon and eliminated the Belgian Communist Party as a parliamentary force, in spite of its very moderate programme. His reward was to be asked to form a government by King Baudouin after the 1987 election, from which his party had emerged as the dominant force, not only in Wallonia but in the national parliament.

It did not take Mr Spitaels long to discover that the Flemish parties would not accept him as prime minister. The ostensible reason was that he could not speak fluent Dutch. Yet Mr Spitaels does not believe that this was the whole story. "Even if I had spoken perfect Dutch", he says, "it would have made no difference. It is not the fact of not being able to speak their language that the Flemish object to, it is that, as the majority group, they feel the job belongs to them."

He is probably right. Each of the last 11 governments has been led by a Fleming, and the few post-war administrations led by French-speakers have been short-lived. Mr Spitaels settled for being the country's chief power broker, staying outside the government as leader of the PS, but being consulted by the then prime minister, Wilfried Martens, on important points. He also chose and effectively controlled the Socialist-led coalitions that rule the Walloon and Brussels regions and the executive of the French-speaking community.

Mr Spitaels, 61, had a strict Catholic upbringing, but lost his faith while studying law and political science at the Catholic University of Louvain. He subsequently became a professor at Brussels University. He joined the PS at the age of 29 and became a full-time politician at 42.

There was general astonishment when, shortly after the last general election, he effectively appointed himself as minister-president of Wallonia. It was, he later said, a move he had long pondered. After 10 years of pulling the strings from outside government it was time, he felt, to assume direct executive authority. Although at an earlier period he had been a vice-premier and budget and communications minister, it was a sign of the times that he should choose to head a regional administration rather than joining the national government.

In the region, as earlier in his party, his easy dominance is universally acknowledged. His intellectual power and shrewd political judgment give him a head-start over all possible rivals. The Flemish parties have publicly lamented that they could find nobody of comparable stature to head the Flemish regional government.

Wallonia is the poorest of the three Belgian regions, but its standard of living is more than 90 per cent of the EC average, and it did not qualify for special assistance from the community. Mr Spitaels's proudest achievement so far has been to squeeze funds out of the EC for the poorest of Wallonia's five provinces, Hainaut.

Mr Spitaels may never have quite made it as Mr Belgium, but nobody now disputes his status as Mr Wallonia.

Dick Leonard

MANAGEMENT

There has been a revolution at Elida Gibbs – from the factory floor to the sales team, writes **Guy de Jonquières**

A clean break with tradition

IN A business where brands are a company's most cherished assets, abolishing the post of brand manager may not seem a brilliant idea. Yet last October, Elida Gibbs, the UK personal products subsidiary of the Anglo-Dutch Unilever group, did just that. For good measure, it scrapped its sales department, too.

Instead, the company's brands – which include Fabergé Brut, Pears, Signal and Timotei – are now the responsibility of a new breed of executives known as brand development managers, while the former sales team has been re-born as the "customer development process".

The title changes are far more than cosmetic. Behind them lies a drive to shake up traditional methods which has radically transformed the way Elida Gibbs operates, from research laboratory to supermarket shelf. It is, in effect though not in name, a thorough "re-engineering" exercise.

Tony Burgmans, director of Unilever's worldwide personal products business, compares the upheaval with the recent revolution in organisation and working practices which Japanese competition has forced on western industries such as cars.

In common with many manufacturers in those sectors, Elida Gibbs has eagerly embraced concepts such as teamwork, empowerment and total quality. But unlike them, it has been unable to find inspiration from other companies in the same business.

The experience has turned it into a testbed for new techniques within the Unilever group.

The most potent external force for change was not competition from Japan, but pressure from Britain's big retailers, through which most of Elida Gibbs' products are sold. By the late 1980s, several felt the company, though still UK market leader, was failing to keep up with the times.

"Two or three years ago, Elida Gibbs' delivery standards were dire and their ordering systems archaic," says Michael Rosen, director of non-foods at J. Sainsbury, Britain's biggest supermarket group. "The whole thing was shambolic. They were nearing the point of losing a lot of business." Now, he says, the company is one of Sainsbury's most efficient suppliers.

> **"The changes would have been impossible to implement without training – it opened people's minds"**

The route to recovery began on the factory floor. With backing from Mike Perry, Burgmans' predecessor and now joint chairman of Unilever, Elida Gibbs introduced team-working at its plant at Seacroft, near Leeds in 1988.

Responsibility for each production line has been transferred to those working on it, who are encouraged to co-operate continuously to solve problems and improve efficiency. They are also given fuller information about the company's performance and overall strategy.

Initially, the switch faced scepticism from trades union officials and older middle managers. To win acceptance, the company put its 1,000 employees through three-day courses on total quality, run by teachers selected from the workforce.

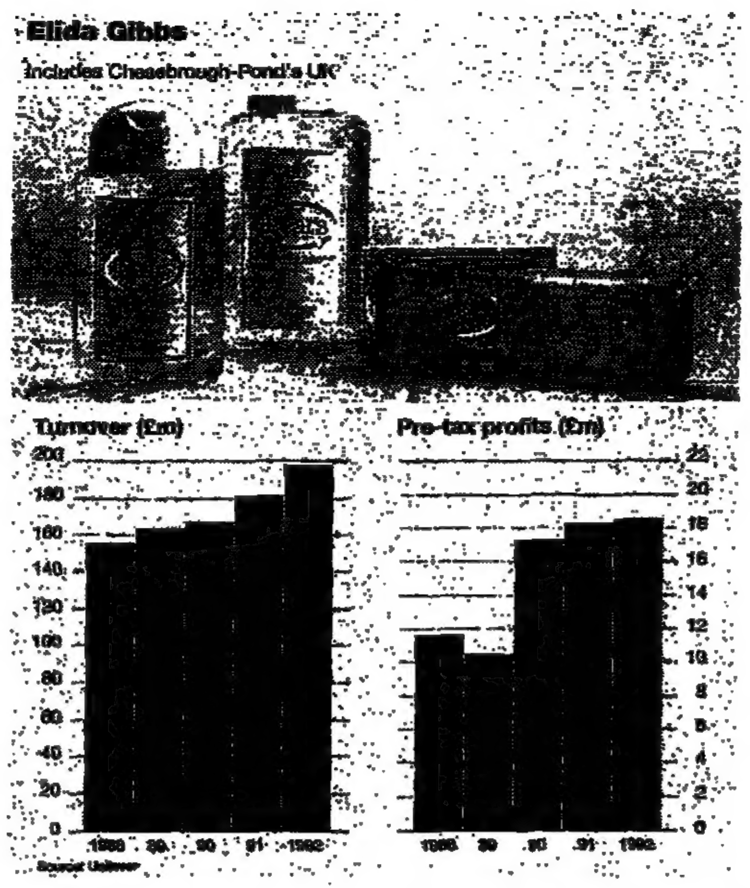
"The changes would have been absolutely impossible to implement without training – it opened people's minds," says Jon Riches, personnel director, who has overseen an increase in the company's training budget from 0.5 per cent to 1.3 per cent of sales since the late 1980s. This year, he aims to give every employee 10 days' training.

The new approach has produced some big gains. In the past three years, change-over time on one production line has been reduced to less than four hours, from a day and a half, while annual lost-time accidents at Seacroft have been cut by three quarters.

In parallel, a drive to improve customer service has increased from 72 per cent to more than 90 per cent the proportion of orders correctly completed. In the past year, "right first time" performance at the plant has risen six percentage points to more than 90 per cent.

The bottom line has benefited, too. Between 1989 and 1991, pre-tax profits rose by 73 per cent and margins widened from 6.5 per cent to 10 per cent. Though recession checked the improvement last year, sales grew by 9 per cent. (see table).

But as experience with the new approach grew, managers became aware it needed to go still further. They realised that efforts to boost production efficiency were tackling only one link in a chain which connected every part of the business.



One result was a new policy towards suppliers. In three years, their numbers have been cut by more than a third and they have been given more responsibility for quality control, testing and development. But, the biggest breakthrough has been the recognition that the traditional division of the company into separate functions, such as research or distribution, had become a serious handicap. By compartmentalising management, it was frustrating efforts to speed up innovation and increase flexibility.

Last autumn, management was re-structured into teams and managers' roles re-defined on the basis of core business "processes", such as the supply chain (manufacturing and logistics) and commercial affairs. These "seamless teams", as Burgmans calls them, are intended to involve all parts of the business in decisions at every stage.

According to Helmut Ganser, Elida Gibbs' chairman, the new brand development managers are the linchpins of the system. They are the prime movers behind product innovation and have wide authority to pull together the technical and management resources they need to see projects through.

To enable them to concentrate on the longer-term business of building brands, many of the day-to-day dealings with retailers which absorbed much of the former brand managers' time have been entrusted to the customer development managers. Their priority is to satisfy growing demands from large retailers that suppliers work with them to increase the sales and profits of entire product categories, rather than just push their own brands.

The teams are said already to have broken down barriers and encouraged wider participation across the company. Burgmans says group decision-making has reached the point where "you often don't know who made a suggestion first".

In April, Elida Gibbs launched the first product of the new system. An aerosol deodorant – named Brut Aquatonic – was developed in less than six months, half as long as would have been needed previously.

Burgmans reckons the development time today could be as little as three months. But he stresses the biggest advantage of the reorganisation is that it enables the company to undertake more ambitious projects, rather than just to keep doing the same things more quickly.

Top managers should get a more precise picture of how the reorganisation is working when they review it this week. But the real test of its success will lie in the market – and in the reaction of retailers.

Boots, Britain's largest chemists' chain, says Elida Gibbs now takes a more co-operative attitude towards developing new product markets: "We have a much more satisfactory dialogue than in the past. They now recognise that retailers are far closer to the consumer than they can possibly be."

Sainsbury's Michael Rosen praises Elida Gibbs for "great strides" to improve distribution and service, but says its sales are still spread across too many brands, some of which – such as Pears – it has failed to develop fully.

Ganser at least partly accepts the criticism, saying he plans to focus more support behind fewer brands in future.

But the challenges go beyond the UK. As Unilever integrates its European operations, Elida Gibbs will need to work more closely with sister companies on the continent. It already has Europe-wide responsibility for developing deodorants and a growing share of production is for other European markets.

Not surprisingly, Elida Gibbs' managers are keeping an open mind about the results of the reorganisation. Says Riches: "Ask us again at the end of next year. It is still too early to say we have got it right."

Previous articles in the series have appeared on May 24, June 2, 11, 18, 24 and July 5.

Spot the tricks of the trade

It pays to be wary of consultants, says **Christopher Lorenz**

Have you ever employed a consultant who turned out to be an organ-grinder, a Swiss cheese, or a Mercedes? Did he or she "fake it", use perpetual motion, indulge in role reversal, or employ the "CIA approach"?

You may not know it – even less admit it – but you have almost certainly suffered at the hands of at least one of these phenomena. For they are all variants of the tricks which management consultants have pulled on their clients from time to time.

This information comes courtesy of an insider, Michael Grunberg, managing director of Stoy Hayward Consulting, a medium-sized British firm. Though one of the slickest talkers around, Grunberg denies that he or his firm use such tricks of the trade. But he is not ignorant of them.

At a meeting last month of the Strand Group, an informal association of in-house consultants for large companies in the UK, Grunberg was invited to give an external perspective of the way consultancy work is bought and used. In an otherwise serious presentation about the ways in which different consultancies operate, he threw in two slides which listed "the stunts they pull" (with the emphasis on the "they"). To distance Stoy Hayward further from such practices, he omitted its logo from the slides.

The first list covered the "sales cycle" (selling to clients), and described 13 types of misbehaviour. First came the "organ grinder" – where the team which does the selling is far more high-powered than the one which actually carries out the assignment. As most clients would confirm, this is far from uncommon.

Then there is "smoke and mirrors": a consultancy claims that its proposed approach, or course of action, is "structured, sophisticated and proven", but in fact it has yet to be tested.

Next come "gold-plating" (a methodology or activity which is not essential), and the "trojan horse": a low-cost exercise calculated to "front-end" further work out of the client. Both are more widespread than Grunberg implied.

Leaping a bevy of other intriguing practices, from "surgical bypass" to "barrow boy", one arrives at the Mercedes stunt, where the client receives only the basic model and everything else is extra. In the Swiss cheese, consultants leave deliberate gaps in the work they tender, in order to "facilitate extensions" from the client, as Grunberg put it.

Turning to tricks used when a consultant has bid successfully – by whatever means – and is executing an assignment, Grunberg defined "faking it" as relying on the client's inexperience and lack of knowledge; "perpetual motion" as staying on forever; role reversal as training on-the-job at the client's expense (which is far from uncommon); and the "CIA approach" as Consulting in Absentia – sub-contracting the work to others in covert fashion.

Then there's "hidden talent" (the exaggeration of per diem work); "car service" (the allocation of general overheads as job-specific expenses); and "carbon copy" – using previous client work without adjusting it. This is one of the most regular (mal)practices of all, too many clients have learned to their cost.

Grunberg concluded with a list of tips to clients on how to avoid being taken to the cleaners in these and other ways. They included: know what you want to achieve; write it down; identify the real experts; read their tenders very carefully; evaluate formally and on a range of criteria; and treat consultants as consultants, not "terrorists" and negotiate with them, "especially on the detail of the deliverables". Above all, "manage the consultancy" and measure its success.

Grunberg was too polite to say so, but all that is easier said than done. You may even need a consultant to advise you how to do it.

PEOPLE

Meehan moves to Mothercare

Mothercare, the children's and babywear retailer that is part of the Storehouse group, is replacing its finance director.

Mothercare says Paul Ryan, finance director since joining from Budgens, the supermarket chain, in 1989, has resigned from the group to pursue other interests nearer to his Leicestershire home.

His replacement is Andrew Meehan, 38, who joins from Sears, where he has been finance director of the sports and leisurewear division.

Meehan trained as an accountant with Coopers & Lybrand and spent time at Chase Manhattan and Air Products before joining the Burton Group, where he held senior financial posts in the Top Man, Principles and Burtons chains. He joined Sears in 1987 and was finance director of Selfridges department store before moving to sports and leisurewear.

Mothercare's performance has already started to improve thanks to the reform programme begun by former Storehouse chief executive David Dworkin, and being continued by his appointee Ann Iverson, Mothercare's chief executive, but the programme is less advanced than that at sister chain BHS.Meehan is expected to work closely with Iverson on strategic planning.

GWR boosts its board

Great Western Resources, the UK-quoted oil, gas and coal company which last year suffered an unwelcome torrent of publicity over its flamboyant former chairman Dan Pena, has named two non-executive directors to its already 10-strong board. Donald Clayton and Joseph Reid will be among a team of eight non-executive and four executive directors.

Howard Wolf, the company doctor who replaced Pena as chairman in 1991 following a shareholder rebellion, says the appointments mark GWR's move from "the whisky and society columns to the business pages".

Clayton, 56, is better known to observers as the driving force behind the development of Meridian Oil, owned by Burlington Resources of the US, since 1987. In February, Wall Street was taken aback by Clayton's abrupt and unexplained departure from Burlington, just eight months after being promoted to president of Meridian's parent company.

Reid, an oil and gas consultant in his early 60s, was Clayton's predecessor as chief executive of Meridian Oil. He was also president and chief executive of the natural gas company Superior Oil, taken over by Mobil Oil in 1984.

GWR, which had been in dispute with one of its largest customers, recently came out of Chapter 11, a form of protection from creditors supervised by the courts. The group reported an interim loss of $2.03m in May, against $13.6m the previous year.

■ *Archibald Ramsay* is retiring from NORTH WEST WATER.

Barry Maiden moves over to Queens Moat

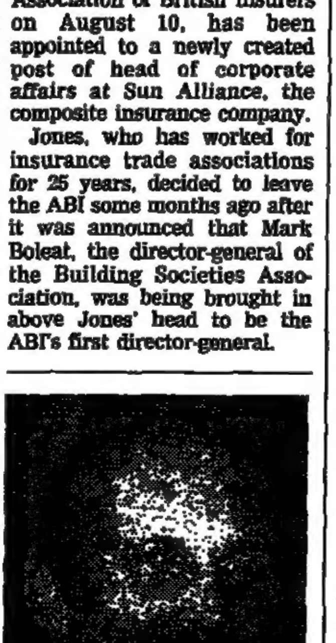
Andrew Coppel, who last week took over as chief executive of Queens Moat Houses, has made his first important appointment. Barry Maiden is to become finance director of the UK hotel division.

The appointment comes after Coppel decided that the UK part of the business should be run as a separate company, rather than directed from group headquarters. The UK business, whose shares were suspended last March, is in urgent need of new financial and management controls, Coppel says.

Maiden, 43, was finance director of Hilton UK for three years and before that finance director at Threshers, the drinks retailer.

Mike Jones, 49, who steps down as chief executive of the Association of British Insurers on August 10, has been appointed to a newly created post of head of corporate affairs at Sun Alliance, the composite insurance company.

Jones, who has worked for insurance trade associations for 25 years, decided to leave the ABI some months ago after it was announced that Mark Boleat, the director-general of the Building Societies Association, was being brought in above Jones' head to be the ABI's first director-general.



Imperial Chemical Industries paints division has appointed John Hirst as the first ever chief executive of ICI Autocolour, the world's largest car repair business outside the US. The unit was recently designated by Ronnie Hampel, chief executive, as a core business, indicating that it is an area in which the company plans to achieve world leadership.

Hirst's appointment follows a restructuring of the business. All Autocolour around the world will report to him rather than the regional heads.

Hirst, 40, is a former finance director of ICI Paints' French subsidiary who became general manager of ICI Autocolour Europe in 1990. He speaks French, German and Portuguese.

CONSTRUCTION CONTRACTS

Hozelock plant for Birmingham

HOZELOCK has announced plans for a factory in Birmingham.

Work on the 10 acre site is due to start in August and the new manufacturing facility – representing an investment of £8.5m – is expected to be operational by the autumn of 1994.

It will house all the manufacturing and assembly lines for Hozelock's ranges of watering equipment, sprayers, garden electrical and housewares products.

The new plant is expected to provide for the planned expansion of the company into the 21st century. Some 65 new jobs will be created, increasing Hozelock's Birmingham workforce to 550.

The single-storey building will initially afford 175,000 sq ft of factory space and has been designed to facilitate easy expansion up to 235,000 sq ft and for the addition of a mezzanine floor.

"This is a major undertaking which will ensure that we have the facility to increase our manufacturing capacity to support the company s planned growth both in the UK and, particularly, the rest of Europe," said managing director, David Codling.

Situated at Birmingham's showpiece industrial estate, Midpoint Park on the A38 trunk road five miles to the north-east of the city, the new factory is also sited for easy access from the M6 and M42 motorways.

It is also less than a mile from Hozelock's computerised national distribution centre at Minworth which will further speed deliveries of finished products to the retail trade.

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New headquarters in Cardiff

OSPREY PROJECT MANAGEMENT, the project management company of the Franklin & Andrews group, has been appointed by NCM Credit Insurance (formerly ECGD), to project manage its relocation to a new headquarters building in Cardiff.

Osprey's Cardiff office was originally appointed in February 1992 to find suitable development sites for the building. A site was selected within the waterside location of Cardiff Bay.

The headquarters, which will be built by developer Grosvenor Waterside, will cost in the region of £12m, with a further £4m being spent by NCM on the fit-out.

The building, which has been designed by Holder Mathias Alcock, is to be constructed to an unusual and innovative design which will have a nautical look to it.

It will employ an environmentally friendly air-conditioning system which is similar to those used in Scandinavia: it involves displacement ventilation and chilled beams and this is believed to be the first of its type to be used in the UK.

The building will be developed by Grosvenor Waterside to house NCM Credit, who are moving out of the Welsh Office since they became a commercial organisation in November 1991.

Osprey will provide full project management services: quantity surveying services on the fit-out contract will be carried out by Franklin & Andrews. Construction works will commence shortly and completion is set for December 1994 .

University computing facility

The Leeds office of **MOWLEM NORTHERN**, a division of John Mowlem Construction, has been awarded contracts together worth £8.6m. The largest, worth approximately £4m, is to convert a listed mill into a school of computing and mathematics for the University of Huddersfield.

The nineteenth century mill, a six-storey building which remained in working order until 1988, will be completely stripped and refurbished, together with an adjacent single-storey weaving shed.

Scheduled for completion in August 1994, the refurbishment will preserve the character of the mill by cleaning and exposing original features such as cast iron columns, roof trusses, brick arched floors and solid masonry walls. It will allow students from the school of computing and mathematics to relocate under one roof with new facilities such as computer laboratories, seminar rooms and lecture theatres, including a sunken theatre for 270 people in the weaving shed.

Other work won by Mowlem includes three design and build projects: a £1.2m contract from English Industrial Estates for a factory at Hellaby lane, Rotherham, a £1.5m contract for a two-storey office development which will incorporate Hull Housing Action Trust's new headquarters and a production facility extension for Arco Coatings, both in Hull.

Foundation work for Cementation

CEMENTATION PILING & FOUNDATIONS, part of Trafalgar House Construction, has recently commenced work on new projects valued at £4.3m.

The company has won the enabling works contract for the Royal Mail's Bournemouth mechanised letter office. Work on the site includes constructing 803 driven cast in situ piles to support the main structure and ground improvement using Cementation's patented Cemcol process to create 1,000 stone columns.

In Manchester a Soilmec rig is being used to construct CFA piles to a depth of 12 metres and loadbearing capacity of between 1350kN and 3200kN for an indoor gymnastic arena.

The project is part of the first phase of a £200m redevelopment of the Victoria Station site, as part of the city's bid to host the 2000 Olympic games.

Alfred McAlpine garners orders

ALFRED McALPINE BUILDING has been awarded contracts worth £30m since the end of March.

In the north, the company continues its success in securing stadium redevelopment work with the award of Phase II of Blackburn Rovers Football Club's stadium improvements at Ewood Park, with a value of £4.9m.

Alfred McAlpine Building North is also set to start work on the £5.3m Conway Park Swimming Centre for Wirral Borough Council and has already begun work on a Strathclyde social housing contract worth almost £1m.

The Midlands region has won a £5.4m contract for Safeway to erect a store and petrol filling station in Liskeard, Cornwall. The company has been appointed to carry out the re-roofing of the north stand at Coventry City Football Club, together with construction of a new east stand and associated works worth in excess of £3m.

Alfred McAlpine Building Midlands also commenced work in April on the development and refurbishment of listed buildings in Edgbaston to provide a three-storey office development with a value of £3m. Finally, Alfred McAlpine Management has been awarded a design and build contract for Tesco at New Milton valued at £4.6m.

Architecture/**Colin Amery**

The country house as time machine

This is the time of year for the country house visit. International tourists and eager National Trust members are paying to glimpse the especially English ensemble of the great house with its collections and grounds. Throughout the land a quiet procession threads its way through silent rooms - carefully keeping on the right side of the ropes and speaking in awed whispers. How much do we really see on the country house tour, and how much do we really understand about what is spread before us ?

The great moment aesthetically in the English house is the eighteenth century. To assist us with the understanding of this period a valuable new book has been published - *Eighteenth Century Decoration : Design and the Domestic Interior in England* by Charles Saumerez Smith, (Weidenfeld and Nicolson, £50). It is the latest volume in the very comprehensive series that looks at the way interiors are depicted, by collecting together as much *contemporary illustrative* material as possible. In the case of the eighteenth century there are plenty of architects' drawings, pattern books, paintings and prints that do, when they are analysed, present a clear picture of life indoors at the time. A careful reading of Mr Saumerez Smith's book will open the eyes of visitors to country houses and give them a head start in understanding why the rooms look the way they do and how they were designed for use.

There is relatively little published in this country that is serious on the subject of historic interior decoration. Mr Peter Thornton has done a lot to rectify this and his pioneering book on the seventeenth century interior in England and Holland set a very high standard. He went on to write the badly titled but rewarding book, *Authentic Decor* which updates to an extent the work of the master, Mario Praz, who gave us the gospel of interior decoration and its history. Anyone writing about interior design in the eighteenth century in England has to match the work of John Fowler and John Cornforth who published the key work in 1974 - *English Decoration in the eighteenth century*. Peter Thornton and John Cornforth have tried hard to show that our aesthetic response to eighteenth century rooms may well be a response that is conditioned by the current look of rooms and houses that were all substantially reorganised in 1910.

Eighteenth century allure: a design for a library interior by Bentley

The author of this important new book uses as his visual sources, paintings, prints and architects' drawings. The book is a rich visual feast but one of those books where the reader is really helped by being taken by the hand by the author and gently guided into new ways of interpreting old visual sources. When Mr Saumerez Smith is confronted by a painting by Zoffany or one of Arthur Devis's wooden compositions, he helps us to see them as documentary sources that reveal a lot about the look of the period. They also reveal a set of social relationships that need to be carefully interpreted.

The author must have found it difficult to select from the quantity of material that exists for the period. He has brilliantly found a great deal of unpublished material, and his commentary also reveals hidden elements in familiar images. He is right to comment upon the growth in importance of the spread of possessions amongst all classes as the eighteenth century progressed. The developing range of manufactured products enabled a wide range of people to see their immediate surroundings as expressions of themselves. The fine arts express this to a degree - especially architecture which began to organise domestic interiors in terms of display.

One of the best sections of this enthralling book for me was the one devoted to the impact of the great architect Robert Adam. Adam's career defines the second half of the eighteenth century. He went on the Grand Tour in the 1750's and met the influential Charles-Louis Clerisseau in Florence from whom he learned how to study the antique and how to draw. This book shows us some of the perfect results of this study at Kedleston, Syon, Kenwood and Home House. Adam understood the complete nature of a room - how to design walls, floor and ceiling as well as the furniture. Johann Zoffany as a leading artist and contemporary of Adam also understood the total domestic realm in his paintings and the examples shown here reveal not just family life but also the totality of the design of rooms and furniture.

The role of the craftsmen and the pattern books of the period is clearly explored in a way that rightly emphasises the importance of the skilled artisan and demonstrates how printed books and engravings helped the spread of stylistic knowledge from France and Italy to London, and from London to the provinces.

Above all this book took me into a world of refinement and taste leavened by satire and the perceptions of Hogarth. I felt by the end that I had lived briefly in the eighteenth century. I admired Mr Saumerez Smith's learning and visual sense and I coveted the architectural wallpaper shown in an interior of 1780 to the extent that I might well consider copying it.

Cheltenham Festival/**Andrew Clements**

Miller's Secret Marriage

The Secret Marriage is the well-made 18th-century opera *par excellence*, which established its own niche in operatic history from the very start when it was encored in its entirety at its first performance. There may be nothing remarkable in Cimarosa's music, especially for a work six years' younger than *The Marriage of Figaro*, or intricate about the development of the plot. But set up its comic mechanism convincingly and the two acts unwind with a succession of surefire jokes and persistent good humour.

Opera North's new production, put before the public for the first time at Cheltenham last Thursday, applies effective enough lubricant to that comic clockwork. The staging is Jonathan Miller's, and marks the beginning of his rehabilitation in British operatic life after more than five years of self-imposed exile since he directed *Candide* for Scottish Opera in 1988. After Cheltenham the show repairs to the Buxton Festival, where it will form one element in a Miller package alongside his production of Donizetti's *Maria Stuarda* that opened in Monte Carlo earlier in the year.

With designs by John Conklin (a tastefully marbled, duck-egg blue interior) and purposeful conducting by Roy Laughlin this *Secret Marriage* makes a pleasant, likeable show.

The concept is straightforward enough; the action is transplanted from 18th-century Bologna back to Regency England, to the world in which Colamn and Garrick set the play from which Cimarosa's libretto was taken.

The opera is sung in very clearly comprehensible English (a new plain translation by Simon Rees, not without some seemingly unintentional *double entendres*); Geronimo takes on a Yorkshire accent you could cut with a knife a self-made man from the burgeoning industrial age if ever you saw one and Count Robinson becomes another dim example of the English aristocracy, doubtlessly inbred. It's a sensible, untroubling piece of theatre, carefully worked out by Miller and perkily rendered by his cast.

Andrew Shore's Geronimo is the latest of his portrayals of bourgeois bumptiousness, a bumbling cousin to his Don Pasquale; he handles the accent splendidly, times his entrances and exits perfectly, delivers all his gags with perfect deadpan. He's well matched against Jonathan Best's guileless Robinson and Tamsin Dives' bustling Fidalma.

The young people are spiritedly taken. The Elisetta, the American Kate Egan, was making her British debut; she sings cleanly and cultivates a good mode of visible disdain. Anne Dawson is a wholesome, perky Carolina and Mark Curtis a diligent Paolino. All of them are stylish, attentive performers; the pace is never allowed to falter.

Everyman Theatre, Cheltenham; sponsored by Cray Research (UK) Ltd

Theatre/**Andrew St George**

Rope ensures a reputation

Few plays now can afford an actor the chance to say "You swine, you filthy swine" without causing a ripple of mirth in the theatre. But those closing lines of Patrick Hamilton's taut psychological thriller, *Rope*, ring like a tocsin round the Minerva Theatre, Chichester, where Keith Baxter has successfully revived the 1929 classic.

Rope shows how two Oxford undergraduates, Brandon and Granillo, murder their friend Ronald. They conceal the body in a chest, and invite Ronald's father, aunt and assorted friends to dine off the same chest. But one of the guests, a *louche* poet called Rupert Cadell, discovers their perfect and motiveless crime.

Stage time and theatre time are identical. After two hours, the dinner service is cleared, and the questions from Rupert become more probing. Before Brandon and Granillo can make off with the body, Rupert returns, confronts them, and wrings a confession.

Hamilton's writing is everywhere detailed, the stage directions punctilious: "He responds vaguely, as one who has only half understood". Yet it is also powerful, making psychological sense of the "foul, lewd and infamous jest", fashioning a drama of Jacobean scope and Jonsonian bravado. The play moves the thriller genre into drama, but does so by avoiding the whodunnit formula.

The direction (Keith Baxter) serves the purpose exactly. Each time new information arrives, the situation and the characters change. The opening, completely dark except for the two actors' glowing cigarettes which identify them, is all tension and uncertainty: "Do you think we'll get away with it?" The dinner-party performance which follows manages to maintain the sense that Brandon and Granillo are both acting and reacting as circumstances change. The action sprawls over the false-perspective set, a thunder storm worrying at the murderers throughout.

The acting of the three principals keeps pace with the subtleties of Hamilton's plot. Brandon (John Barrowman) differentiates himself neatly from the less expansive and much surlier Granillo (Alexis Denisof). Throughout the party, both indulge the thrill of a healthy crime and the *sprezzatura* of its execution. Both characters drink heavily, and at times stagger round the stage like bleary bachelors at a stag party. But their interchanges have an excitement and breathlessness born naturally out of their situation.

Rupert (Anthony Head) is all fastidiousness and frolic, a cultured creature already world-weary and bored, but witty enough to know it: "Of course I honour my parents. I send them a telegram of congratulations each year on my birthday." Whether the killers will hang depends on his attitude, a kind of late nineteenth-century decadence which finds its own moral standards when pressed. Head has the character down, fiddling at a cigarette, twitching at his cloak.

Elsewhere Simon Chadwick and Debra Beaumont are perfect as the hooray guests, while Richard Warwick adds commendatorial weight as the victim's father, Sir Johnstone Kentley.

Hitchcock adapted Hamilton's play in 1948, and it has remained a classic for exactly the reasons which mark its success here: it is, like Hamilton's other plays, tense, uneasy and psychologically acute. Hamilton died at 58 in 1962. His neglected fame should hang on more than just *Rope*.

Minerva Theatre, Chichester, until 7 August

New York/**Karen Fricker**

Fool Moon

Fool Moon is one of the most aggressively insubstantial productions to open on Broadway recently. It consists of its two multitalented performers, David Shiner and Bill Irwin, goofing around for two hilarious hours, backed by the lively 5-piece urban hillbilly band the Red Clay Ramblers.

Irwin, the personality familiar from his tv, film and stage appearances, is in good-hearted, rubber-bodied form; Shiner, the gangly clown from Cirque du Soleil's Nouvelle Experience, dominates the evening and is its revelation.

In the spirit of classic vaudeville, there's no semblance of a traditional plot linking the bits that Shiner and Irwin play out alone and with each other, the band, and the audience. What almost holds the show together - are the personae the performers adopt, which signal to the audience that we are in a clown-land.

Irwin's persona is sweet-faced and bemused, the innocent victim of external forces, like the weird magnetic pull always threatening to suck him offstage, and the unseen prankster who yanks the cord every time Irwin tries to speak into a microphone (neither performer utters a word during the show.)

Shiner spends most of his time poking fun at audience members. He climbs over rows of seats to find the marauder in "his" chair, borrows someone's camera and then destroys it (not really) and in the evening's funniest segment, brings people on stage to help him pretend-make a silent movie.

If Fool Moon is "about" anything, it's how willing people are to follow Shiner's charismatic lead. Everyone mimes, understanding instantly that his is a silent world; New Yorkers never seen without hands on their pocketbooks surrender fur coats and wallets to him; reticent folks end up rolling around the stage in a passionate mock embrace. Watching others abandon inhibition is a guilty pleasure.

While Fool Moon's lack of structure lends it a wonderful freshness and simplicity, the show does feel slightly underconceived and underrehearsed. Perhaps an outside eye - no director or writer are credited in the programme, so presumably Shiner and Irwin filled all creative roles themselves - could have given the show the edge that it needed to become something more than the charming diversion it is now.

Richard Rogers Theatre, Broadway

Theatre/**Malcolm Rutherford**

Dubious voice of Satan

Denys Hawthorne and Sean Murray in The Terrible Voice of Satan

Not everything at the Royal Court is wonderful. While David Mamet's *Oleanna* is playing to packed audiences in the main house, a much more dubious production, though also well-attended, is taking place in the Theatre Upstairs. Gregory Motton's *The Terrible Voice of Satan* is an example of a talented playwright losing his way, and one can't help thinking that it was the Royal Court influence that led him beyond temptation.

Motton was a specialist in the obscure to begin with, as anyone who saw the recent revival of his *A Message for the Broken Hearted* at the Battersea Arts will testify. He can write beautifully, but it is not always clear what he means nor who or even where his characters are. By the standards of *The Terrible Voice*, *A Message* was a model of clarity. The new play is all over the place, including under the Irish Sea.

The Court must have some responsibility. Most of its best productions in the last year or two have been either Irish or American. Yet it can be dangerous to point indigenous playwrights in foreign directions.

The Court sent the once promising Martin Crimp to New York to learn about America. He then wrote *The Treatment*, which showed not a hint of American subtleties or the American talent for self-parody. In *The Terrible Voice* Motton has gone very Irish, but to no great avail.

Irishness apart, the main literary influences on the piece seem to be Marlowe's *Dr Faustus* and, even more blatantly, Coleridge's *The Ancient Mariner*: modest titles for big works – a practice stood on its head by Motton.A few lines from Mephistopheles in *Dr Faustus* say it all: "Why this is Hell, nor am I out of it. Thinkst thou that I, who saw the face of God, And tasted the eternal joys of Heaven, Am not tormented with ten thousand Hells?" I suppose that's roughly what *The Terrible Voice* is about. Motton adds priests, sex, the IRA and a whole lot of gimmicks without moving forwards. *The Ancient Mariner* comes in with the albatross, in this case a magic bird initially huge and finally slung dead, and much diminished, around the waist of the principal character, Tom, as the boat in the Irish Sea runs into a storm. Don't forget that the word "bird" nowadays has more than one meaning.

The play is very well directed by James Macdonald. There are catching scenes of miniature cars along a track in a funeral cortege in the background, and a full-size bicycle in the foreground with striptease and simulated sex somewhere in the middle. Some of the staging draws on the National Theatre's *Carousel*.

I wouldn't fault the performances, especially Sean Murray as Tom, but the play is a terrible fall from grace: Paradise Lost.

Royal Court Theatre Upstairs. (071) 730 2554

INTERNATIONAL ARTS GUIDE

■ BERLIN

THEATRE

A new production of Neil Simon's play Runaway, directed by Wolfgang Spier, opens on Thurs at Komödie with previews tomorrow and Wed (882 7893). The Marlene Dietrich musical, Sag mir wo die Blumen sind, runs daily except Mon at Theater am Kurfürstendamm (300 6000). The Broadway musical 42nd Street runs daily except Mon till July 25 at Metropol Theater (2036 4117). This month's open-air repertory at Freilichtbühne an der Zitadelle includes Schiller's The Robbers and Shakespeare's A Midsummer Night's Dream (331 6920)

CONCERTS

Jethro Tull gives a concert tonight at Tempodrom (834 4073). There are daily jazz and rock events at Eierschale I, II and III (832 7097, 882 5305, 272 7370), and at Marlene Bar (Hotel Inter-Continental 2602 1253). Popular choral and orchestral concerts at Gendarmenmarkt feature Berlin Symphony Orchestra on Thurs and Fri, Komische Oper Orchestra on Sat and Berlin Symphonic Sound Orchestra on Sun (2090 2488). Nigel Kennedy and band play at ICC on July 24 (6959 5959). Placido Domingo sings at Waldbühne on July 26 (301 5055).

■ BONN

- Anna Tomowa-Sintow gives a song recital tonight at Bonn Opera. Tomorrow, Thurs, Sat: Francisco Araiza sings title role in Werner Schroeter's new production of Werther, conducted by Michel Sasson. Wed and Sun: Ken Russell's production of Salome. Fri: Cav and Pag. The company also presents six performances of an experimental Lohengrin opera by Sicilian composer Salvatore Sciarrino, opening at the Kunst und Ausstellungshalle on Fri. The opera season runs till July 25 (773667)
- Sommer-Klassik: Bonn's summer concert series includes a Bonn Sinfonietta programme on Wed at Rheinisches Landesmuseum, featuring music by Tippett, Finzi, Oscar Straus and Dvorak. Klassische Philharmonie Telekom Bonn gives orchestral concerts at Poppelsdorfer Schloss on July 17, 24 and 31, and at Bad Godesbergon July 18 and Aug 1 (655088/632500)

■ DRESDEN

Semperoper Tonight: Daniel Nazareth conducts MDR Symphony Orchestra in works by Beethoven and Tchaikovsky, with piano soloist Barry Douglas. Tomorrow: Mischa Maisky cello recital. Wed: Justus Frantz and friends play Brahms' Liebesliederwalzer. Thurs: Cyprien Katsaris piano recital. Fri: Nazareth conducts orchestral works by Beethoven and Ravel (4842 323)

■ FRANKFURT

- A two-week ballet season opens at the Opera House tomorrow with the first of four performances of William Forsythe's As a Garden in this Setting. Britain's Royal Ballet gives a week of performances starting next Tues, with Anthony Dowell's production of Swan Lake and choreographies by MacMillan and Ashton (236061)
- Final performances of the Andrew Lloyd Webber musical Evita are tomorrow and Wed at Alte Oper (1340 400). English Theater Kaiserstrasse has Alan Ayckbourn's farce Taking Steps daily except Mon till July 24 (2423 1620)

■ MUNICH

OPERA FESTIVAL

The first two new productions of the festival are Lady Macbeth of Mtsensk starring Hildegard Behrens (tonight) and Die Frau ohne Sctatten, staged by a Japanese production team and conducted by Horst Stein (tomorrow and Sat). This week's other performances include Die Zauberflöte and Cosi fan tutte. A new production of La traviata with Julia Varady opens on July 25. The festival runs till Aug 7 (221316)

OTHER EVENTS

Gasteig hosts a series of jazz concerts this week, featuring Chick Korea, Herbie Hancock, Jacques Loussier, Joe Henderson, Lionel Hampton and John McLaughlin (4809 8614). Repertory at Gärtnerplatztheater includes Ariadne auf Naxos and Kurt Weill's Street Scene (201 6767)

■ NEW YORK

THEATRE

- Kiss of the Spider Woman: a Kander and Ebb musical based on the novel by Manuel Puig, directed by Harold Prince, with a star performance by Brent Carver as the heroic homosexual window dresser (Broadhurst, 235 West 44th St, 239 6200)
- Angels in America: the first part of Tony Kushner's epic, freewheeling play about gay life, Reagan-era politics and Mormonism. Not to be missed (Walter Kerr, 219 West 48th St, 239 6200)
- The Who's Tommy: a stunning stage adaptation of the classic 1969 rock opera, a collaboration between its original principal author, Pete Townshend, and director Des McAnuff (St James, 246 West 44th St, 239 6200)
- Oleanna: David Mamet's powerful play about sexual harassment and political correctness (Orpheum, 126 Second Ave at 8th St, 307 4100)
- Jelly's Last Jam: the music of Jelly Roll Morton, self-proclaimed inventor of jazz, and an unsparing portrait of the man himself (Virginia, 245 West 52nd St, 239 6200)

MUSIC/DANCE

- Kurt Masur conducts New York Philharmonic Orchestra in works by Brahms and Schumann at Carnegie Hall on July 14, 15, 21, 22, 28 and 29. The soloist in Schumann's Piano Concerto in this week's concerts is Richard Goode (247 7800)
- Mostly Mozart Festival continues daily except Sun till Aug 21 at Avery Fisher Hall. This week's concerts are conducted by Gerard Schwarz, with soloists including Christian Zacharias and Dmitri Sitkovetsky (875 5030)
- New York City Opera's 50th anniversary season opens at Lincoln Center on July 28 and runs till November 21. The opening performances are Carmen, La boheme and Madama Butterfly (870 5570)
- New York City Ballet is in residence for the next two weeks at Saratoga Performing Arts Center, Saratoga Springs (518-587 3330)

STUTTGART/LUDWIGSBURG FESTIVAL Handspring Puppet Company from South Africa bring their Büchner adaptation, entitled Woyzeck on the Highvelds, to the Alte Keller at Bietigheim on Fri, Sat and Sun. The next event is a Royal Philharmonic Orchestra concert on July 29 (07141-949610)

■ VIENNA

- The season of open-air performances in the palace gardens of Schönbrunn runs till Aug 14 and features Don Giovanni and Moscow Chamber Ballet's staging of Mozart's Requiem (513 0851)
- Final performances of Vienna's Jazz Festival are Albert Collins and Etta James tonight, WasNotWas tomorrow, Los Lobos on Wed and Gangstar Quartet with Donald Byrd on Thurs. Performances begin at 18.00 at Museumsquartier, Messeplatz 1 (5454 540)
- Edinburgh Youth Orchestra plays music by Malcolm Arnold, Tchaikovsky and Shostakovich tonight at Hofburg (5151 4225). Leopold Hager conducts RTL Symphony Orchestra of Luxembourg at Theater an der Wien in orchestral works by Brahms, Dvorak, Ravel and Richard Strauss (Wed) and an operetta concert (Thurs). Other events this week in Vienna's Klangbogen concert series include piano recitals by Roland Batik (Fri) and Vesselin Stanev (Sun), both at Schönbrunn (4000 8410)
- Karajan open-air film festival at Rathausplatz offers screenings of star-studded opera and concert performances from the 1960s, 1970s and 1980s, daily till July 31.

■ PARIS

- Final performances of the season at Opéra Bastille are Carmen (tonight, Thurs, Sat) with Beatrice Uria-Monzon/Denyce Graves in title role and Samuel Ramey/Barseg Tumanyan as Escamillo, and Faust (tomorrow, Fri) with Giuseppe Sabbatini, James Morris and Nancy Gustafson (4473 1300)
- This week's guest artists at Lionel Hampton Jazz Club are Boto et Novos Tempos, Brazilian jazz and samba, daily till Sat. Next week: Tori and Richard Allen, gospel and soul (Hôtel Meridien Paris Etoile, 81 Boulevard Gouvion St Cyr, tel 4068 3042)
- Ballet de l'Opéra de Paris presents a Balanchine programme on Wed and Thurs at Arènes de Nîmes followed by Giselle on July 21, 22 and 25 (6667 2802)

ARTS GUIDE

Monday: Performing arts guide city by city.
Tuesday: Performing arts guide city by city.
Wednesday: Festivals Guide.
Thursday: Festivals Guide.
Friday: Exhibitions Guide.

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Sunday Super Channel: West of Moscow 1830
Super Channel: Financial Times Reports 1900
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Sky News: Financial Times Reports 1330; 2030

The Royal Commission on Criminal Justice: contrasting views from protagonists before the bench

Danger of the simple route

Fraud is a crime which leaves chaos in its wake. In many cases, investors suffer substantial loss. Often savings built up over a lifetime's work disappear. Those charged with responsibility for investigating and prosecuting serious fraud will find much to welcome in the report of the Royal Commission on Criminal Justice. The commission has carefully addressed the issues and given a firm pointer for the future.

Although lessons from a small number of high-profile cases were learnt long ago, the Serious Fraud Office continues to be criticised for the way in which those cases were handled. It is the SFO's policy to narrow the investigation, as far as possible, and then to charge only the principal participants in the fraud with a reasonable number of offences.

However, there is a point beyond which it is dangerous to simplify. We must not sacrifice thoroughness for brevity and run the risk of prosecutions collapsing at a later stage. The SFO has always worked to a target of one year for an investigation and one year for the prosecution. Now the Royal Commission has proposed that targets should be set for the amount of time to be taken up by each stage of the trial. It has also proposed that written skeleton arguments be submitted in advance and that time limits be imposed on oral argument. These would be valuable new disciplines.

An extended debate has taken place while the Commission has been sitting. Many of the ideas canvassed have found a place in its report. For instance, much has been said on whether certain City offences should be dealt with in the criminal courts or by the regulatory bodies. While the criminal justice system cannot abdicate responsibility for prosecuting serious fraudulent conduct, there may well be cases where regulatory action would be more appropriate.

The SFO continually keeps possible reference to a regulator under review in the course of its investigations and prosecutions. The commission has endorsed this approach, provided regulatory action is capable of ensuring that a person found guilty by the appropriate regulatory tribunal can be banned from the market and ordered to compensate the victims.

The SFO is currently in discussion with the regulators about mechanisms which might lead to more cases being handled by the regulators – with its agreement.

The SFO supports the commission's desire to see a system which would mean that a decision on whether or not to prosecute, and the choice of charge, could take into account a defendant's readiness to accept a regulatory penalty of sufficient severity to justify dropping the prosecution or reducing the charge. It would require the defendant's agreement to the regulatory penalty, and, if prosecuted on a lesser charge, to pleading guilty to that charge.

Under Section 2 of the Criminal Justice Act 1987, the director of the SFO can compel a person to answer questions or produce documents on pain of prosecution and up to six months' imprisonment if he refuses to answer. It must be remembered that fraud is uniquely a document-based crime. Without a means of getting at the underlying material, it would be impossible to find out what happened. Section 2 is mainly used for that purpose.

The SFO is currently exploring how more fraud cases might be handled by regulators

Banks and professional firms are usually happy to co-operate when they receive a notice under the Section. It is also used to interview suspects, but the safeguard is that the power is only investigatory. A transcript of an interview under the Section cannot be admitted in evidence unless the witness changes his story. Also the legal professional privilege applies.

The commission has concluded that it is necessary and right that investigators in serious fraud cases should retain the section 2 power. That is welcome news to those who face the task of unravelling these immensely complex cases.

Contrary to the belief of some of the SFO's critics, the commission found that this power had worked in the interests of justice. Moreover, it considered the section had not been unfair to those questioned, who were likely to be persons in responsible positions with ready access to legal advice charged with sophisticated offences which might otherwise go not merely unpunished but undetected.

The commission would also like to see section 2 being used to help investigations conducted in the UK on behalf of foreign investigating authorities and, significantly, in support of many investigations at present undertaken with guidance from the fraud investigation group of the Crown Prosecution Service.

A feasibility study is recommended into the possibility of merging the two fraud authorities.

The commission has, however, gone further. It considers that section 2 should, on the authority of the director, be extended to the police. That is not, in fact, something for which the SFO has pressed, but it clearly deserves careful consideration.

Some change is also recommended to the culture of the criminal justice system. Currently, the prosecution lays bare its store of knowledge and evidence to the defence at an early stage, while the defence can keep its case up its sleeve until the trial.

The system dates back to the days when defendants were inarticulate, uneducated and lacked the resources to defend themselves. It is, however, quite inappropriate to serious fraud trials. Hence, the recommendation for more advanced disclosure from the defence in such cases will reduce the number of issues for the jury and vastly improve the management of cases.

George Staple

The author is director of the Serious Fraud Office.

Wrong crimes, wrong remedy

Runciman is clearly not the last word on reforming the investigation, prosecution and trial of serious fraud. Indeed, a half decade after the changes inspired by the Roskill report, why was serious fraud even on the agenda?

The answer lies in the curious way we have of responding to perceived shortcomings in the criminal justice system. When our confidence in it is punctured, we resort to a quick-fix patch of reform without first asking whether it might not be better to replace the whole inner tube.

It was just such a response in the mid-1980s that led to the setting up of the Roskill committee to reconsider the prosecution of fraud. It also explains how its recommendations, or at least some of them, came to be implemented. Before turning to Runciman's gloss on Roskill, the following questions should be considered.

- Why, when it now handles only a handful of cases, was it necessary to set up the Serious Fraud Office as a separate high-profile agency at all? The Crown Prosecution Service could have been better resourced nationally, with access to accounting and other assistance, and have dealt with all fraud.
- Where is the evidence that the Crown Prosecution Service, Customs or the Inland Revenue are hampered by the fact that they lack the SFO's Section 2 powers removing the right to silence?
- How is it that the whole of the US manages to prosecute white-collar crime effectively while still preserving the Fifth Amendment right to silence and without requiring advanced defence disclosure?
- How is the performance of the SFO to be judged? Surely not by either media campaigns or its conviction rate. Judged by convictions, it is doing well. Only the tabloids suggest the SFO should ensure all suspects remain in jail on remand and that it should deliver a 100 per cent conviction rate.

The best way to monitor the SFO would be to set up a Fraud Commission, one of Lord Roskill's recommendations which was not implemented.

It is regrettable that Lord Runciman and his colleagues should not have not thought fit to make this essential recommendation, so that in future we would not have to appoint Royal Commissions to discover what is wrong in this area.

What needs to be stressed about the Royal Commission's proposals is that much caution should be shown before the SFO's powers are enhanced.

The commission recommends that the Section 2 powers of questioning and evidence gathering should be given to the police as well as the SFO's lawyers and accountants. The argument for this recommendation in the commission's report is that it finds the present situation anomalous. The commission does not say how the anomaly arises.

It arose after the Roskill Committee had recommended that the police should, indeed, have these powers. But the government concluded those powers would sit uncomfortably with what were then the recently introduced safeguards of the Police and Criminal Evidence Act.

Does society believe white collar criminals pose a greater threat than rapists?

One may ask now what has occurred in the past seven years which makes this judgment invalid?

If the commission's recommendations are introduced, what is to prevent the same police officer interviewing a suspect under Section 2 and then subsequently interviewing that suspect under caution? How is one to safeguard the suspect then?

Indeed, if the SFO and CPS are merged we are looking at Section 2 powers being delegated to possibly thousands of police officers nation-wide.

One of the commission's recommendations which appears to have received wide public support is that proposing greater pre-trial disclosure by the defence. Put that way, it seems a perfectly sensible, unobjectionable proposal.

However, one has to consider to what extent the Crown is no longer to bear the burden of proving an accused guilty and to what extent an accused is now being asked to provide as much evidence as possible for his own personal damnation.

Consider a situation where an accused, having fully met in a defence case statement the prosecution's case, finds that the prosecution decides, quite oppressively and on the basis of the accused's own disclosures, to change tack and confront him with a completely new allegation.

One could envisage an absurd situation where the accused and the prosecution are engaged in some co-operative effort whose object is not to achieve fairness and justice, but to make certain that no person accused of serious fraud is ever acquitted.

Perhaps even more worrying, however, is the recommendation that, just when the Judith Ward case and others have secured for the defence access to all the material in the prosecution's hands so that future miscarriages of justice resulting from non-disclosure might be avoided, there is a recommendation that this right be severely curtailed.

The commission recommends that the prosecution need disclose only that material which it deems relevant following the revelation of the defence. What about those cases, and I have experienced several, where hidden away in the unused material there is a defence of which the accused knows nothing?

Are we now going further down the totally irrational path of saying that our civil liberties must be preserved, if not enhanced, for those accused of crime, but the one exception being made is for those accused of white-collar crime?

Does society really believe they pose a greater threat than is posed by those accused of murder, terrorism, robbery or rape?

Monty Raphael

The author is the senior partner of the criminal law firm Peters & Peters

LETTERS TO THE EDITOR

Number One Southwark Bridge, London SE1 9HL
Fax 071 873 5938. Letters transmitted should be clearly typed and not hand written. Please set fax for finest resolution

FO busy in Shanghai

From Mr Alastair Goodlad MP.

Sir, Ms Spence's letter ("Poor UK show in Shanghai", July 2) asked why the Foreign Office does not stop being archaic and get down to business. It has, long ago, and it does, every day. She has clearly not had enough contact with us to know this. If she has any complaints about the quality of our post in Shanghai, she would give us details and we will investigate them. We have had no other complaints about it. Our exports to China for the first four months of this year show a 75 per cent increase over the same period last year.

One of the FCO's main tasks is to help British business. Nearly 25 per cent of our resources are devoted to it directly. Indirectly, much more. Our customers tell us that we are providing them with the service that they want. We wrote more than 6,000 market information reports for them last year. Ninety per cent said they would use our services again.

The opportunities for British business in the Far East are enormous. The FCO can help firms win that business. Let us all work together to improve Britain's performance there even more.

Alastair Goodlad,
minister of state,
Foreign & Commonwealth Office,
London SW1A 2AH

Cadbury should concentrate on working capital not profit

From Mr A H Wallis.

Sir, I was disappointed, but not entirely surprised, to read that implementation of the "going concern" requirement of the Cadbury Code is to be deferred ("Cadbury guidelines face delay", July 5).

Perhaps the reason may be seen in the approach of the working party which produced the draft guidelines. In a worthy endeavour to make them comprehensive, it has fallen into the trap of making them over-prescriptive, introducing a number of factors which are either obvious or irrelevant. The result is a suggested procedure which is far more complicated than, in the majority of cases, it need be.

The working party rejected the normal approach to profit forecasts, on the grounds that the work involved was excessive and it was not part of the reporting accountant's brief to comment on the assumptions.

Both objections could be surmounted if it could be agreed that the objective is for the directors to be able to say, and the auditors to confirm, that "the company has adequate working capital for its needs, and the accounts have therefore been prepared on a going concern basis". Such a statement could be incorporated in the statement of directors' responsibilities.

The advantage of a working capital statement is that the procedures are well understood by most boards and practitioners, and are less onerous than those relating to a profit forecast. It should normally be possible to obtain from bankers a statement to the effect that they see no reason why the company's committed facilities should not be extended beyond the review date, thus allowing the board to look to a date 18 months beyond the balance sheet date. It is then a matter of judgment whether the requirement can be satisfied by a relatively simple desk job, or whether a more rigorous "bottom-up" exercise is needed.

Such a task, which my company has carried out in recent years, to the satisfaction of the board and the auditors, has not proved unduly onerous or expensive. Of course, where the exercise shows a company is operating near the margin, it will need to be followed up by a more rigorous examination. However, the majority of companies do not operate close to the margin and, given a proper exercise of judgment by the auditors, attention could be concentrated on the smaller percentage of companies which have given rise to the concerns addressed by the Cadbury report.

A L Wallis,
group finance director,
AAH Holdings,
76 South Park, Lincoln

Lack of commitment that leaves Gatt in doubt

From Mr James Robertson.

Sir, Your editorial, "Full speed ahead on Gatt" (July 9) suggests that trade negotiators "are condemned to succeed" in a world trade agreement under the Gatt. I beg to differ. Even after several years of negotiations, a Gatt agreement is by no means assured. As you said, final agreement in agriculture has not been reached: given the politically sensitive nature of agriculture and the unwillingness of any of the G7 leaders to stand up to special interest groups, agreement may not even be possible.

When they start to pay much more than lip service to a world trade agreement, then the Uruguay Round could be completed in days. Given the lack of western leadership in others areas such as Bosnia, I for one will not be holding my breath.

James Robertson,
11 Fairbridge Road,
Archway, London N19 3EW

Why Commission deserves two cheers on EC car pricing

From Mr Stephen Locke.

Sir, It is hard to avoid the conclusion that John Griffiths ("Exchange rates main factor in European car price comparisons," July 5) is looking through the wrong end of the telescope in assessing the reasons for differences in car prices between EC member states. Exchange rates in themselves are no more responsible for price differences than the Retail Price Index is a cause of inflation: they are merely a means of translating one country's prices into a form which can be compared with another's. Short-term fluctuations – especially dramatic ones such as those associated with the exit of sterling, the lira, the Spanish peseta and the Portuguese escudo from the Exchange Rate Mechanism last September – may upset long-established comparisons, but they do not invalidate them.

The fact is that pre-tax car prices in the UK were well above those in most other EC countries throughout the 1980s and early 1990s; even the substantial fall in sterling against the D-Mark, Belgian franc, French franc and Dutch guilder within the last year has done no more than shift the general level of UK prices to roughly the EC average, with some models still costing 20 to 30 per cent more than in other countries. Whether even this state of affairs remains depends heavily on the car manufacturers' pricing policies in the UK, and on the manufacturers' ability to resist the temptation to return to their old view of this country as a high-price, high-profit market where consumer interests come a long way down the list of corporate priorities.

What underlying factors should guide car pricing in different EC countries is an interesting issue for debate, as John Griffiths identifies. It may well be that in a completely unrestrained market subject to differing tax treatments in different areas, manufacturers would be justified in varying their pre-tax prices in a way that maximises their investment returns. But we don't have an unrestrained market – EC limits on price differences were introduced as part of the "deal" on selective and exclusive distribution reached between the Commission and the manufacturers. Also, the Commission, rightly, wanted to demonstrate the benefits that could flow directly to consumers from a single, barrier-free market in the crucially important cars sector.

For its efforts so far the Commission deserves at least two cheers from the consumer corner – and the new data that will be generated by these twice-yearly car price comparisons will start to give us a clear, authoritative picture of whether the EC single market for cars is a myth or, at last, a reality.

Stephen Locke,
director of policy,
Consumers Association,
2 Marylebone Road,
London NW1

bench

FINANCIAL TIMES
Number One Southwark Bridge, London SE1 9HL
Tel: 071-873 3000 Telex: 922186 Fax: 071-407 5700
Monday July 12 1993

Mr Yeltsin's dwindling power

RUSSIA'S President Boris Yeltsin insisted that he went to last week's summit of the Group of Seven industrial nations in Tokyo as leader of a great power. But at home, the state he represents is looking weaker by the day. Government remains gripped by debilitating, and overlapping, power struggles between president and parliament, centre and regions. Mr Yeltsin battles to gain acceptance of a complex new constitution, and in the process hands away an increasing array of powers and rights from the centre. And one by one, Russia's regions appear to be seizing their own destiny: in the past 10 days alone, the parliaments of the Far Eastern region and of Sverdlovsk in the Urals have claimed the status of republics within Russia, thus asserting greater economic independence an escalating battle between the regions and the centre for control over resources.

In theory, the outcome of this process could be violent anarchy, as ever-smaller units of population or territory dispute the legitimacy or effectiveness of rule from Moscow and take matters into their own hands. In practice, it has not yet come to that. But to prevent the current mess turning into something a great deal worse, Russia obviously needs greater clarity in the relations between its multifarious centres of power. Ideally, this would be provided by a new constitution setting out in brief, general but unequivocal terms the respective rights and duties of the Russian state and its subjects. Unfortunately, this is far from what seems to be emerging from the constitutional debate which is now reaching a climax.

Empty rights

Russia cannot continue with its present, Soviet-era, constitution, patched up with liberal additions. Its main flaw, graphically demonstrated at succeeding Congresses of People's Deputies over the past year, is that it gave ample but empty rights to the Supreme Soviet (legislature) and made little provision for an executive president. Despite the popular mandate with which he was elected in 1991, Mr Yeltsin's attempts to run a democratic presidential republic with a communist "parliamentary" constitution were doomed to end in confrontation.

The problem is that this struggle cannot begin to be decisively resolved without adoption of a new, more legitimate constitution – and that such a constitution cannot legally be adopted without the agreement of the Supreme Soviet, a body which would thus be voting itself out of existence. Though Mr Yeltsin's hand has strengthened, especially since the endorsement of the April referendum, he is still in the position of having to act unconstitutionally in order to put the state on a democratic base – a move he has seemed prepared to make several times but from which he has always backed away.

Structural problems

The important question is whether the constitution as it is emerging is the right one for Russia and will stand the test of time. It is admirably dedicated to human and civil rights; underpins the right to private property; and pledges allegiance to independent judiciary and media. But it is too long on detail, some of it contradictory. It gives citizens too many economic rights like free medical care, employment and minimum wages which Russia cannot fulfil.

Worst of all, it does not address the deep structural problems left behind by the Soviet state, simply accepting the Lenin-Stalin territorial division of the country into regions and "ethno-territorial" republics and granting the latter more rights than the former. Small wonder that the regions are now seeking to redress the imbalance by declaring themselves as republics too, and that Russia's most numerically important minorities – the Caucasians, Central Asians, Balts and Ukrainians – complain they have been left without guarantees of their linguistic and other cultural rights.

All this may not prevent Mr Yeltsin from forcing through his constitution in something resembling its present form. But it is hard to see such a document settling Russia's chronic constitutional uncertainties once and for all. As they promise yet more money to assist the country's political and economic transformation – and to shore up Mr Yeltsin's centre – G7 leaders would do well to remember that on both fronts, the evolution is going to be both protracted and messy. It is in no one's interest that Russia should disintegrate, but in the end no one may be able to stop it doing so.

Defining the fiscal deficit

THE DEBATE over the UK budget deficit is taking place in a fog of spurious assertions about how much of it is "cyclical" and how much is "structural". It is a crucial question, but the truth is that no-one will know the answer for a number of years, if ever. In the meantime, the government should focus more on reducing the deficit and rather less on defining it.

At a meeting of European Community finance ministers Kenneth Clarke will today be defending the British government's economic plans against the charge that they betray undue optimism about the £50bn budget deficit. The criticism is partly based on John Major's claim that 70 per cent of the gap is cyclical, and will therefore fall as the economy picks up. EC officials consider this dangerously complacent, citing OECD estimates that less than half of the deficit, now 8 per cent of GDP, can be so summarily dismissed. The rest, they say, is a structural increase in spending that requires further attention. Which is right?

The sheer size of the gap between deficit "cyclists" and "structuralists" is a good clue that the desire for precision is misplaced. Both sides could make things clearer, however, if they bothered to separate two distinct issues. First, what part of the rise in public borrowing has occurred as a result of the recession? And second, how much of that will go away as the economy picks up again? The first question can be answered relatively easily. Unfortunately, it is not the *one* upon which the sustainability of the British public finances depends.

Lower tax revenues

The automatic effects on the budget of the recent decline in UK output are quite well understood. If, in 1990, the British economy had continued to grow at a steady pace, output would now be around 7 per cent higher. Losing that output to the recession led to higher public spending and lower tax revenues which between them left the Public Sector Borrowing Requirement 4.75 per cent higher as a percentage of GDP than it would otherwise have been.

Where Britain is headed depends on how much of that lost 7 per cent of total output is still on offer, and how fast the economy can make it up. On the first, most accept that the length of the recession has taken its toll on industrial capacity and skill levels. Reasonable estimates suggest that the amount of usable spare capacity – or 'output gap' – is closer to 3 per cent. In theory, the economy could safely grow faster than its trend growth rate of 2.25-2.50 per cent per annum, until at least this degree of slack was used up. But whether the UK is soon in a position to achieve faster than trend growth may depend less on the output gap than on the speed of world recovery, domestic consumption patterns and the state of the labour market, all of which consistently defy forecasters' predictions.

Accelerating debt

The size of the UK Public Sector Borrowing Requirement sets a clock ticking on Britain's uncertain growth prospects, because of the cumulative effect on the national debt. If British GDP were to grow 3 per cent on average over the next three years, the PSBR should fall to around 4 per cent of GDP in 1997. By then, consistently high levels of public borrowing would have increased the national debt to 55 percent of GDP compared with 42 per cent in 1992. If, however, yearly growth averaged only 1.5 per cent, the PSBR would be almost unchanged and the debt ratio would be rising towards 75 percent. This kind of accelerating debt would have too many of the traits of the 1976 crisis.

Mr Clarke may be unable to control either the degree of spare capacity in the economy or the rate at which it grows over the next few years. He can, however, determine how much any given rate of growth goes towards reducing the PSBR. Considering the stakes involved, he should commit himself to tightening fiscal policy further, as a hedge against disappointing growth. If this turns out to be over-cautious, he could always compensate by lowering interest rates. Better that he lose the prize for labelling the deficit correctly than risk the horrors of an old-fashioned public debt crisis.

In search of the urban idyll

There is a new spirit of civic entrepreneurship in Europe's cities, says **Ian Hamilton Fazey**

Just before the International Olympic Committee meets in Monte Carlo in September to choose where to stage the 2000 games, a trade mission from north-west England plans to fly to Paris.

The idea is to take advantage of the publicity surrounding Manchester's Olympic bid. Members of the mission, put together by Manchester Chamber of Commerce and Industry and the accountants, lawyers, bankers and business advisers who make up the city's Financial and Professional Forum, will be talking to their opposite numbers in the Paris chamber about doing more business together.

Such marketing is part of a new age of civic entrepreneurship in Europe, according to Professor Michael Parkinson, director of the European Institute for Urban Affairs at Liverpool John Moores University. He says it started less than 10 years ago, with several of Europe's old cities fighting back against what was widely seen as terminal decline.

Public and private sectors have banded together, sometimes informally, sometimes through organisations formed to promote the cities they depend on for a living. All have pushed cities rather than regions, and broad economic development rather than solutions to specific urban social problems.

Parkinson's institute – which used to be the Centre for Urban Studies at Liverpool University, but negotiated a transfer to the more entrepreneurial "Liverpool John" last year – has recently completed a three-year study of 24 cities for the European Commission*.

One of the most telling examples is Hamburg. In 1985 its chamber of commerce and 10 leading banks set up the Hamburg Business Development Corporation to attract new companies and improve support for existing ones. Target sectors were the media, information technology, electronics, aviation, medicine, biotechnology, harbour services and environmental technologies.

Urda Martens-Jeebe, the corporation's director, says its first five years brought in 387 new companies: 81 from Germany, the rest from Scandinavia, Taiwan, China, the UK, Japan, Korea and the US. The corporation acted as consultant to 769 businesses. She says an estimated 16,000 jobs were created and capital investment of DM8.7bn (£1.45bn) boosted construction.

Other cities have used particular events as a focus for team-building. Manchester's Olympic bid is an example. According to KPMG Peat Marwick, the accountant, Manchester's bid will be worth £200m to the city even if the bid fails.

Last week, Ogden, a leading US entertainment management group, signed a 20-year contract to run the Manchester arena from its opening in 1995. The group will create more than 700 jobs in the city.

A tale of resurgent cities: clockwise, Milan, Barcelona, Manchester and Rotterdam

Other cities behaving in an entrepreneurial manner include:

- *Rotterdam's* development board, Rotor, a joint venture of the municipality and the chamber of commerce. It works as a think-tank, helping to balance social concerns such as poor housing with economic solutions.

The city's publicly owned port authority modernised the docks and improved the local transport infrastructure. Parallel investment in office space by the private sector during the 1980s has been justified by annual growth of up to 10 per cent in the numbers employed in professional services. A "brainpark" for small, high-technology companies was set up near a university.

- Dortmund's civic leaders developed closer ties with the private sector after a large factory closure in 1981. As a result, the emphasis switched from social to economic priorities.

Research and development centres for transport technology and robotics were attracted, and a technology transfer system set up between university, polytechnic and the chamber of commerce.

- Montpellier evolved what it called a "technopole" strategy in 1985 – a development agency supported by all sectors of the community to focus growth on medicine, computer technology, agronomics, communications and leisure.

"Cities are back on the agenda, not as basket cases but as economic leaders," Parkinson says. "Cities have to be re-evaluated. They need to be recognised again as the wealth of nations. They are great sources of added value. In Europe, there is an emerging network of cities with similar entrepreneurial outlooks."

He suggests the most successful entrepreneurial cities are those which have defined themselves as European, rather than by their regional or national role. Glasgow, Manchester, Birmingham, Rotterdam, Hamburg, Barcelona, Lyons, Lille, Dortmund, Stuttgart, Frankfurt and Milan are all examples.

Many have started forming trans-European networks. For example, Rotterdam Port Promotions Council, backed by most Netherlands businesses dependent on trade through the Maas estuary, has been touring Europe this year to build contacts and seek out business. It stresses Rotterdam's "gateway" role to Europe's road, rail and inland waterway freight networks.

Another example is Manchester, which has joined an association of similar regional capitals that have developed as financial centres in their own right, shaking off the domination of their countries' capital cities. Manchester boasts more than 50 banks from around the world and a 50-strong venture capital community. There is also a group of 100 corporate finance advisers that offers "mini merchant banking" for medium-sized companies, acting in mergers, acquisitions and disposals. Their fee income is running at more than £20m a year. Other cities in the group include Barcelona, Bilbao, Turin, Stuttgart, Lyons and Edinburgh.

A network of successful cities, therefore, seems to be emerging across Europe, with each a focus for growth and regional economic hegemony. Even the urban population decline of the 1970s and 1980s is slowing as old cities bounce back.

Parkinson says: "After 15 years of decline, at some point in the mid-1980s, big cities started to grow again, or at the very least, they started stabilising. The trend is solid and is reversing the former outward drift of population. We are developing a Europe of the cities, not a Europe of the regions."

One problem of such patchwork economic development is that benefits are not evenly distributed between cities, within them, or between cities and the regions around them. In some cases, inequalities are emerging between neighbours. Marseilles, for example, has not developed a coherent strategy like Montpellier and, Parkinson says, lags in economic development.

Liverpool similarly lags behind Manchester, only 35 miles away. This is partly because it is smaller, with a less diverse economic base. One in six men traditionally earns a living through manual work. Male unemployment rates of about 25 per cent have fuelled internal divisions in the city and – for 10 years to 1991 – caused image-damaging political strife. Only this year have public and private sectors set up an office to work together – seven or eight years behind comparable cities.

Even within successful cities, individual beneficiaries are mainly educated, qualified or trained people. Parkinson warns: "You have a polarised labour market, overlaid with the problems of ethnic minorities and immigrants. Some people are being excluded. We found that Hamburg has more millionaires than anywhere else in Europe, but more people on welfare. One of the key challenges of the next couple of decades will be how to include the excluded. Another will be how to improve a city's competitiveness without increasing the social cost."

One problem for the European Community is that it allocates funds for economic development on the basis of reducing regional imbalances. But this means two cities with similar problems are treated differently because of their geographical location.

If the Europe of the cities thesis proves correct, it may require some shift in the way the EC targets its regional aid. But the bigger implication is that, as cities compete in the way that corporations do, the case for better urban government, capable of taking a long view about investment in infrastructure and human resources, will become ever more irresistible.

**Urbanisation and the Functions of Cities in the European Community, EC, Luxembourg, Ecu13.*

Samuel Brittan

Trade and macroeconomics

The Tokyo trade package is likely to help growth, jobs and output, even though some of the estimates given by summit participants are highly misleading. The main reason growth should benefit is given by that unsatisfactory, but occasionally unavoidable, word "confidence". News that increases the chances of a successful conclusion of the Uruguay Round should raise what Keynes called the "animal spirits" of businessmen when they consider whether to invest, increase stocks or take on workers.

Although this effect is probable, I am much more certain of a negative statement. A breakdown of the Gatt talks and the associated risk of trade wars, would have dealt a severe blow to confidence at a time when it is fragile and would have risked turning prolonged recession into depression.

It is, however, noticeable that neither academic macroeconomists nor economic commentators have been in the forefront of the trade debate. One of the reasons is the pressure of specialisation. Trade negotiations are detailed, commodity-by-commodity affairs which only full-time experts can follow properly.

There is a more interesting reason for the lack of contact between the two worlds. This is the difficulty of making true intellectual contact, which goes back a very long time. In most popular histories of the Great Depression, the savage increase in the US tariffs under the Smoot-Hawley Act of 1930 is given a large role in converting the recession of the early 1930s into the Great Depression. Yet it receives hardly a mention in many monetarist and Keynesian accounts. I can find no reference to it or anything related to it in either Friedman's Monetary History or Galbraith's Great Crash.

In contemporary debates, macroeconomists have used the threat of "increased protection" (please not "protectionism", which adds a redundant extra syllable and should be used only to describe the belief, not the phenomenon) to browbeat their opponents about what would happen if their own favourite nostrums failed to be accepted.

The plague of popular economic discussion is the fear of what Mill called a general glut

There is a real difficulty in translating from the world of trade negotiations into that of conjunctural issues. The frequent citations of the number of jobs supposed to be created are based on the Gatt estimate of a $200bn (£133bn) per annum increase in world trade from a successful conclusion of the whole Uruguay Round. But this usage is a cheat. The Gatt estimate is of the increase in trade between countries, not of output, not of welfare and still less of employment. Freer trade reallocates jobs more efficiently inside each country but does not directly destroy or create new jobs.

There are yet further reasons for the embarrassment of economists on trade issues. They can be summed up by Friedman's saying, "Protection is better in theory; free trade is better in practice." There have been recurrent complicated theories over the centuries trying to show that there are benefits to individual countries from certain carefully chosen kinds of protection. The May issue of the American Economic Review is partly devoted to professional disquiet on what the public and their students should therefore be told.

Professor Paul Krugman, who has invented many of the supposed exceptions to free trade theory, now believes that the likely benefits are small; that any exceptions will be wrongly chosen; and that undergraduates will benefit more from a thorough exposure to the mainline case for free trade.

Most popular support for protection has nothing to do with esoteric trade theories. "How can we compete," it is asked, "with Czech workers being paid a tenth of ours and south-east Asian workers being paid one hundredth?" The most effective refutation is to be found not in trade theory but in the elementary macroeconomic exposition of the circular flow of funds.

An excellent example is in Friedman's Free To Choose, where he shows step by step how the proceeds from Japanese exports (the bogey when he was writing) are used either directly to purchase goods from other countries or contribute indirectly by capital exports. The plague of popular economic discussion is the fear of what Mill called a general glut; and there is no more important task than to explain why a glut is extremely unlikely given a background of moderately sensible fiscal, monetary and exchange rate policies.

OBSERVER

High merit, low hope

■ What price a Brit as next president of the European Commission in the wake of last week's successful trade negotiations?

With Jacques Delors due to go at the start of 1995, there's little doubt who'd be the UK's ideal choice: EC trade commissioner and former cabinet minister, Sir Leon Brittan. Whitehall has been impressed by his skill in guiding the market opening negotiations of the "quad" group of countries to fruition, as well as by his performance at the G7 summit in Tokyo.

While national political leaders were quick to claim credit for progress towards a global tariff-cutting agreement, Brittan could fairly reflect that it was he who started the talks on the way to breakthrough.

He broached the idea of a market-access deal with the outgoing US administration in January, and later took it up with Bill Clinton's special US trade representative, Mickey Kantor. It was only after the two of them had gained useful ground together that Japan and Canada joined the EC-US discussions to make up the "quad" group.

Alas, whatever Brittan's merits, his home country would look to have little hope of securing the EC commission presidency for him even if further trade talks in Geneva bring a successful end to the long-stalled Uruguay Round.

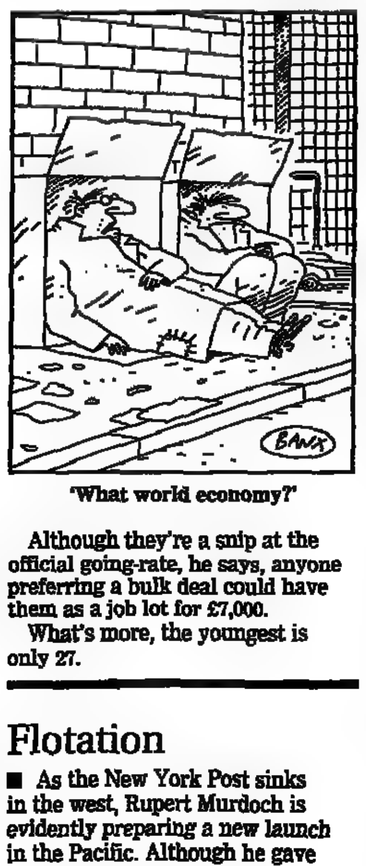
For one thing, it isn't all that long since the UK supplied the president: Roy – now Lord – Jenkins held the post in the late 1970s. For another, regardless of Premier Major's rhetoric about Britain being at the heart of Europe, London would find it hard if not impossible to win support for a Brit from "federalist" EC member states.

So the UK will probably concentrate on blocking any overtly "federal" candidate for the post. Hence former Belgian prime minister Wilfried Martens could expect a veto from London, as likewise might Felipe Gonzáles if he decides to abandon the Spanish premiership for Brussels.

From a UK viewpoint, the Netherlands premier Ruud Lubbers would be a more desirable candidate to replace the departing Delors. True, like most Dutch politicians, Lubbers believes in a federal future for Europe. But he is a free marketeer and, as such, stands well in John Major's esteem.

Bargain issue

■ Somewhat misunderstanding the recent reports that people wanting to adopt children may be charged £1,500 a time, a reader has called offering his five sons for instant sale.



'What world economy?'

Although they're a snip at the official going-rate, he says, anyone preferring a bulk deal could have them as a job lot for £7,000.

What's more, the youngest is only 27.

Flotation

■ As the New York Post sinks in the west, Rupert Murdoch is evidently preparing a new launch in the Pacific. Although he gave up keeping a yacht after moving from Australia to London, his move to sunny Los Angeles has set sea fever burning again.

The result is a custom built sailing boat which, if it successfully completes its trials in the Mediterranean later in the summer, will set course for California and the South Seas.

A sign that the News Corporation boss is beginning to wind down for retirement? On the contrary, the buzz round the fleet is that it more probably portends his intention to establish new business beach-heads in Asia.

Accordingly – and even though, at 100ft-plus overall, the vessel is modest compared with the flagships of other media moguls – it would be more fitting to address him as Admiral than Cap'n.

Team effort

■ Meanwhile, even if the New York Post is bound for the breakers, perhaps Murdoch could at least prevent the Big Apple's favourite baseball club from transferring its flag to another city.

That is the fate being threatened for the New York Yankees by their tempestuous owner George Steinbrenner. And though he has mouthed menaces before, this time he seems deadly serious.

The Yankees' successes haven't stopped attendances from falling by more than a third these past five years, which Steinbrenner blames partly on the rundown stadium, nicknamed the Bronx zoo after its site in one of the poorest districts around. Put bluntly, his ultimatum is that either New York helps to rebuild the stadium, or the team will leave for financially friendlier climes.

Understandably, being desperate to revive the impoverished South Bronx, New York's governor Mario Cuomo wants the Yankees to stay put. But if Steinbrenner insists on moving when his lease expires, then Cuomo would like to set up the club up on a 30-acre site west of midtown Manhattan.

In which case, it is hoped, Murdoch might be tempted to finance the building of a new home for the Yankees as part of a huge new entertainment complex. After all, while the plan sounds mightily expensive, it is of a scale to match his far from under-developed ego, not to mention those of Cuomo and Steinbrenner to boot.

The three of them have already had a preliminary discussion, Observer hears.

Pint taken

■ Even if Manchester's bid to host the Olympics fails owing to lack of sun, the local nightlife is clearly bidding for intellectual acclaim.

In September, Manchester's Institute for Popular Culture is hosting two days of egg-head discussions on the economic impact of the evening economy of cities, in which the star attraction will be a chance to "experience Manchester's night-time economy at first hand".

Do they mean a pub crawl, by any chance?

FINANCIAL TIMES
Monday July 12 1993

Germany suggests EC funds for French farms

By Peter Norman, Economics Editor, in London

GERMANY has suggested *channelling European Community* funds to French farmers to win France's support for an agreement cutting farm subsidies *in the Uruguay Round of trade* liberalisation talks.

The suggestion came in advance of today's resumption of *the long dormant Uruguay* Round of talks in Geneva, at which negotiators from the so-called Quad countries – the *US, the European Community*, Japan and Canada – will brief trading partners on their tariff-cutting deal reached at last week's *Group of Seven summit in* Tokyo.

Mr Günter Rexrodt, the German economics minister, said at the *Tokyo meeting that financial* concessions could play an *important role in winning "one* European Community partner" for an agreement on agricultural trade.

The German minister did not name France in his remarks to journalists. However, French objections are holding up an *EC-US agreement on reducing* subsidies in agricultural trade that could form the basis of further international negotiations *under the auspices of the Gen*eral Agreement on Tariffs and Trade.

Mr Rexrodt said he considered *that farm trade problems would* prove to be the "sticking point" in reaching a final pact on global trade liberalisation and that the *most important issue was* working out how much subsidised farm produce could be exported by the EC and the US.

He believed that problems of agricultural trade could be dealt *with through a financial agree*ment that would enable "an EC partner country" to overcome structural and regional problems *more easily than at present.*

He admitted, however, that there would be less money available for other EC countries if *Community funds were used to* compensate farmers in one state for any losses arising from a deal on farm trade in the context of *the Uruguay Round.*

The individual EC countries do not negotiate in the Uruguay Round – that task is left to the *European Commission. But Mr* Rexrodt stressed that he was close to the talks, partly because Mr Mickey Kantor, the US trade *representative, had approached* the German government before to mediate in disputes between the US and France.

US-Japan trade deal, Page 4

Nadir strengthens links with government of north Cyprus

By John Murray Brown in Istanbul

MR ASIL NADIR, the fugitive businessman, was due to meet with north Cypriot president Rauf Denktash last night, for the first time since he fled the UK in May. The meeting comes amid further signs the island government is co-operating to block the *efforts of the administrators to* Polly Peck International, Mr Nadir's former company.

On Friday, the finance ministry announced that a pharmaceutical plant belonging to Polly Peck International, Mr Nadir's former company, would be auctioned to settle debts owed to the breakaway north Cypriot government. The government says it is owed TL43bn ($4m) in unpaid debts to the local social security agency.

The administrators were earlier close to concluding the sale of ICP, the drug company, and had convened a shareholders' meeting for July 27 in a move to replace Mr Nadir as a director.

Local lawyers say the government's latest action is seen as further collusion with Mr Nadir to frustrate the sales of the northern Cyprus assets – one of the last hopes of raising cash for the 23,000 PPI creditors, owed a total of £1.3bn ($2bn).

In London last week, in a move aimed at winning over the northern Cyprus authorities, Mr Chris*topher Morris of Touche Ross*, one of the three court appointed administrators, formally apologised to the Turkish Cypriot central bank over allegations of fraud and money laundering in a suit against the bank and other plaintiffs in October 1991.

Mr Nadir, in a front page signed editorial in his Kibris newspaper, yesterday gave warm endorsement to the government in urging Turkish Cypriots to show solidarity against "threats and blackmail from outside". Mr Nadir also announced plans to launch another newspaper and a magazine, a further indication that he intends to resume his business activities on the island. Mr Nadir's newspaper has been strongly supportive of the government, and local officials say company money was reportedly used to buy votes in the last election in 1990.

The administrators were last week in discussions with the finance ministry in Nicosia, in the latest attempt to gain access *to the local companies. Their* efforts have been frustrated by court injunctions and a government freezing order on 27 companies connected to Mr Nadir.

As the biggest shareholder of ICP, the administrators are seeking to get around this by calling an extraordinary meeting for July 27 to replace Mr Nadir and other directors, as a first step to selling the company.

Last night Mr Nadir, the former chairman of Polly Peck International, was expected to meet both Mr Denktash and Mr Dervis Eroglu, the prime minister, at a party to celebrate the fifth anniversary of Kibris.

Reformers step up challenge to Italy's main party

By Haig Simonian in Milan

MR MARIO SEGNI, the popular leader of Italy's referendum movement, is expected to join forces with the cross-party Demo*cratic Alliance movement* this week in a union that could form the basis for a new, broad-based party capable of challenging the *majority Christian Democrats for* the political middle ground.

Mr Segni, who broke away from the Christian Democrats *earlier this year*, has been a leading advocate of political reform and clean government. The Democratic Alliance is a loose reformist movement set up by politicians who have left their parties in recent months in protest at corruption and obstacles to political reform.

Members include Mr Giorgio Ruffolo, the former Socialist environment minister, and Mr Giuseppe Ayala, previously a leading anti-Mafia judge and now a Republican MP.

Delegates at the Alliance's national convention in Florence on Saturday were read a message from Mr Segni suggesting the movement should now move towards transforming itself into an official political party. His message came as tension increased within the Christian Democrat party, which has been discredited by the corruption scandal.

Ms Rosi Bindi, a regional party leader who has spearheaded calls for reform, proposed at the weekend to make the party's Veneto region *the testbed* for change. Addressing a conference in the spa town of Abano, Ms Bindi proposed changing the party's name and adopting a reformist programme.

Her demands come just a fortnight before a crucial Christian Democrat national convention, which may mark the party's last chance to agree on changes, possibly including a new name, before others follow Mr Segni's example. The party could break up if reform does not come *quickly.*

Pressure on the Christian Democrats to distance themselves from the corruption scandal has been reinforced by the strength of the federalist Lombard League. At its annual meeting in Pontida, near Bergamo, Mr Umberto Bossi, the League's leader, yesterday threatened to declare a tax strike if President Oscar Luigi Scalfaro did not call a general election after parliamentary approval of the 1994 budget later this year.

Mr Carlo Azeglio Ciampi, prime minister, met senior cabinet colleagues yesterday to discuss the government's budget plans for *1994-96.*

Next year's budget is expected to contain measures, mainly spending cuts, to reduce the estimated L180,000bn ($117bn) budget deficit by between L35,000bn and L40,000bn next year.

THE LEX COLUMN

Prudential regulation

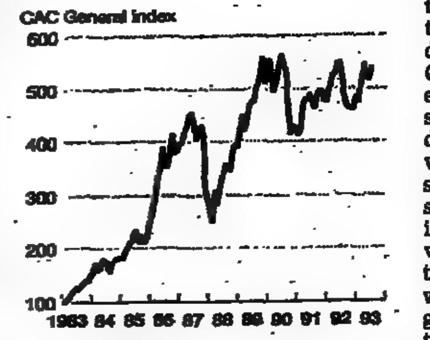
Mr Mick Newmarch of the Prudential has made no secret of his implacable opposition to the Personal Investment Authority, the proposed self-regulatory body for retail financial services. The freedom of investment firms to choose their regulator is enshrined in the Financial Services Act, so the threat of a boycott is by no means idle. Without the willing participation of the country's biggest life insurer, the PIA would lack credibility. Since Mr Andrew Large of the Securities and *Investments Board has made the PIA's* success a cornerstone of his crusade to make the two-tier regulatory system work, the stakes are high.

Others in the industry have chosen a more pragmatic approach: since the government is unwilling to introduce new legislation, the best chance of *avoiding an embarrassing public* row is to make the best of the existing system by signing up with the PIA. But it remains uncertain whether the PIA will deliver an adequate standard of regulation. Even full transparency on sales commissions for life assurance might not weed out sharp practice. Mr Newmarch is surely correct to say that a regulator capable of banning inadequate savings products and over-enthusiastic sales methods may yet be required.

It is unlikely that the PIA – even with the participation of all comers – could fulfil such a role. Without statutory backing and an independent cast, the conflicts of interest would be great. It is a gamble, but if Mr Newmarch's opposition forces the government to look again at the question of legislation he will be doing the financial community a service.

France

CAC General index



Source: FT Graphite

French privatisation

With western European govern*ments vying to raise up to $150bn* (£101.4bn) by selling corporate assets over the next five years, France seems well placed to steal the biggest slice of the privatisation gateau. The French government may realise FFr360bn (£41.5bn) from selling off 21 companies on its initial list. This will help tame its budget deficit. It will also have wider economic significance: expanding the Paris stock market by as much as one-fifth; swelling the ranks of private shareholders; and sharpening the competitiveness of corporate France.

Some companies on the list, such as Elf Aquitaine, are well known quoted businesses which should easily attract investors. The Paris market has been starved of good quality industrial stocks. The government, though, may face a stiffer challenge in selling oth*ers, such as Air France* and Bull, which require extensive restructuring. Moreover, recent opinion polls suggest the public is lukewarm about the programme. *This is hardly surprising* after the unhappy experiences surrounding the first wave of privatisation. Having been seduced into buying shares in 1986, investors watched *the* market crash the following year. Since then, most have reverted to high interest money market funds.

The government, though, has been devising schemes to rekindle enthusiasm for equities. Tax breaks, free shares and higher dividends for loyal shareholders are some of the latest wheezes. The FFr40bn Balladur bond, convertible into shares in privatised stocks, provides a further ingenious enticement.

The critical determinant of privatisation's success, however, may be the *scale of foreign involvement*. Despite the irritations of French companies' shareholding structures, international investors seem tempted. This largely *reflects the belief that the government* cannot afford privatisation to fail. The hope is that the best assets will be sold first at attractive prices. The conservative government certainly needs tangible successes before the presidential elections in 1995. Hemmed in by the big budget deficit, the strong franc and a commitment to fiscal austerity, the government will rely heavily on privatisation proceeds to help stimulate the fast fading economy. The need to tackle unemployment is a political imperative. Ironically, unemployment may worsen as companies heading for privatisation slim down their workforces.

The precarious state of the economy will remain the greatest worry. Sanguine investors may believe recession will enable them to invest at the bottom of the cycle. *The majority*, though, will surely be deterred by the dismal outlook for corporate earnings. Given the pressures, the French government must be *sorely tempted to* sell its soul and permit the franc's devaluation. Such a Faustian compact would be the balm for almost all its short-term ills. Falling interest rates, a surging stock market and renascent industrial competitiveness would provide the perfect backdrop for the flotation of privatisation issues. *If last* week's market pressures develop, the government's resolve may be fiercely tested once again.

Scottish Water

The government's proposals for Scottish water suggest it has come round to the view that the sledge hammer of privatisation is not required to crack the public spending nut. Scotland's three new water authorities will remain in public sector control, but with powers to attract private capital. *That will conveniently* remove up to £5bn from the public sector borrowing requirement over the next decade with less risk of opprobrium from voters north of the border. Since only 1 per cent of respondents to last year's consultation paper were in favour of privatisation, a compromise was always on the cards.

On what terms private sector capital will be invited to participate remains an open question. The new authorities might offer three big, long-term operating contracts – on the French model – or a series of smaller contracts for building and operating individual plants. Either way, the private sector will be responsible for providing capital as well as manpower. The bigger water companies may thus enjoy some competitive advantage by dint of their lower average cost of funds. The French giants Lyonnaise and Générale des Eaux will doubtless jostle for position near the front of the queue.

Since English water companies are anxious for unregulated earnings, the likes of North West and Thames cannot be ruled out of the running. Building a water treatment plant in Strathclyde may be viewed in much the same light as processing sewage in Kuala Lumpur, only rather less risky. The return they are prepared to accept under such competitive conditions will be a telling pointer to whether the English regulator has kept them on a tight enough rein.

Visa service

Continued from Page 1

days, but would guarantee a six-day transfer. He said it would also guarantee a clear quotation of charges and exchange rates at the start.

Royal Bank of Scotland is planning a corporate launch of its Ibos transfer system run with Credit Commercial de France, Banco Santander in Spain and Banco de Commercio e Industria in Portugal. Ibos offers virtually *instant transfer.*

National Westminster Bank is also thought to be working on a new cross-border payment system with *Société General* of France and Commerzbank of Germany.

Bosnian federation plan

Continued from Page 1

republic along ethnic lines despite the urging for an agreement from international peace mediators Lord Owen and Thorvald Stoltenberg or face disaster in the winter.

Mrs Sadako Ogata, United Nations High Commissioner for Refugees (UNHCR) said the Bosnian operation was running out of money and called for a conference in Geneva on Friday to dis*cuss the considerable problems* impeding the relief effort.

While she did not say that the UNHCR would pull out of Bosnia, she accused all three sides of sabotaging the relief operation.

"Every day is quite a difficult day to decide or to know what we can do," she told BBC radio, adding that money supplies would last only for the next three weeks. Mrs Ogata's remarks came as water supplies dipped dangerously low in Sarajevo. The Bosnian capital has no electricity, oil or gas.

Meanwhile, hospitalised opposition leader Vuk Draskovic was recuperating at the weekend after he abandoned his hunger strike. Fearing mass unrest if Mr *Draskovic died, Serbian* president Slobodan Milosevic on Friday ordered the pardon of the opposition politician and his wife, Danica, who were arrested during violent anti-government protests on June 1.

FT WORLD WEATHER

Europe today

A frontal zone will cause rain over southern Scandinavia, western Russia and Romania. *Ahead of the front, it will be sunny in southern* Russia and Turkey. Over northern Scandinavia, it will be mainly cloudy, but dry.

Showers, locally with thunder, will develop *over Germany, Poland and the Alps. Over the* Low Countries and England there will be sunny spells, but in Ireland, it will be mainly cloudy with some rain later.

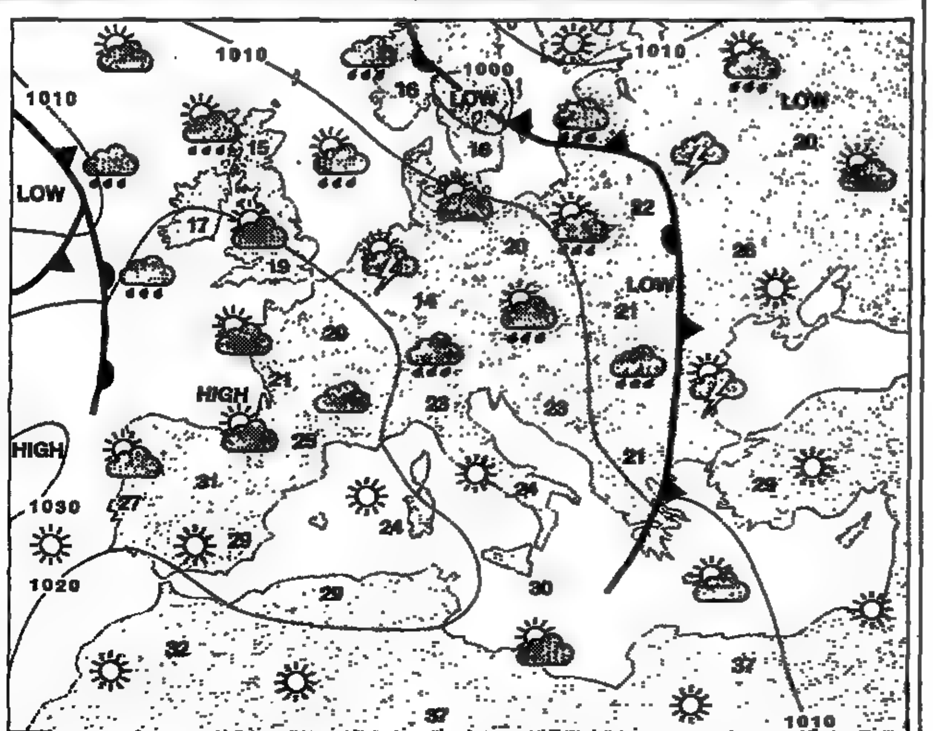
Temperatures will remain rather low for this time of the year over the north-west of Europe. Over Greece, there will be some clouds, but elsewhere in southern Europe, it will be sunny and temperatures will rise to *25C-31C*.

Five-day forecast

Depressions will move from the British Isles to the north-west of the Continent and this will bring a fair amount of rain to the UK and the Low Countries. The temperature will slowly rise to more seasonable levels.

In southern Scandinavia a local shower will form.

Thundery showers will develop over central and eastern Europe from Wednesday on. Also, Italy will have some showers. Over Spain and Portugal, it will be mainly sunny and temperatures will reach 39C.



Forecasts by Meteo Consult of the Netherlands

TODAY'S TEMPERATURES

		Maximum Celsius
Abu Dhabi	sun	39
Accra	thund	27
Algiers	sun	29
Amsterdam	fair	16
Athens	fair	35
Bangkok	cloudy	34
Barcelona	sun	24
Beijing	rain	28
Belfast	cloudy	17
Belgrade	cloudy	21
Berlin	shower	19
Bermuda	shower	30
Birmingham	fair	18
Bogota	shower	18
Bombay	cloudy	31
Bordeaux	fair	22
Brussels	fair	17
Budapest	shower	22
Buenos Aires	cloudy	10
Cairo	sun	37
Cape Town	fair	16
Caracas	cloudy	28
Chicago	sun	28
Cologne	thund	17
Copenhagen	cloudy	18
D' Salaam	shower	27
Dakar	fair	30
Dallas	fair	36
Darwin	fair	30
Delhi	rain	31
Dubai	sun	41
Dublin	cloudy	19
Dubrovnik	fair	27
Edinburgh	shower	16
Faro	sun	30
Frankfurt	shower	19
Geneva	rain	16
Glasgow	fair	18
Hamburg	shower	16
Helsinki	sun	22
Hong Kong	shower	32
Honolulu	fair	31
Isle of Man	fair	16
Istanbul	fair	31
Jersey	fair	17
Karachi	cloudy	33
Kuwait	sun	46
La Paz	shower	16
Las Palmas	sun	26
Lisbon	fair	28
London	fair	19
Los Angeles	hazy	25
Luxembourg	shower	17
Lyon	cloudy	17
Madeira	sun	24
Madrid	sun	31
Majorca	sun	28
Malta	sun	30
Manchester	fair	17
Manila	cloudy	33
Melbourne	shower	15
Mexico City	shower	20
Miami	fair	33
Milan	fair	23
Montreal	fair	27
Moscow	shower	21
Munich	thund	17
Nairobi	fair	26
Naples	fair	24
Nassau	shower	32
New York	thund	34
Nice	fair	24
Nicosia	sun	35
Oslo	rain	16
Paris	fair	20
Perth	fair	15
Prague	shower	19
R' de Janeiro	rain	22
Rangoon	shower	30
Rekjavik	rain	14
Riyadh	sun	44
Rome	sun	26
S' Francisco	sun	22
Seoul	thund	27
Singapore	cloudy	31
Stockholm	rain	20
Strasbourg	shower	18
Sydney	fair	15
Tel Aviv	sun	33
Tokyo	shower	28
Toronto	fair	27
Tunis	sun	30
Vancouver	fair	21
Venice	fair	23
Vienna	shower	21
Warsaw	shower	19
Washington	thund	36
Wellington	fair	10
Winnipeg	fair	20
Zurich	rain	16

FINANCIAL TIMES
COMPANIES & MARKETS
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Monday July 12 1993

INSIDE

Cray directors set for final bonus

The *final tranche* of a share-option based incentive bonus package, worth between £25m ($37.5m) and £35m, for the former chairman and three senior *directors* of Cray Electronics is likely to be triggered tomorrow when the group announces its 1992-93 results. **Page 16**

US institutions hold 10% of ITV

American instutions hold a stake of around 10 per cent in ITV companies, according to a new survey of who owns what in the UK's commercial television sector. **Page 16**

Alcoa drops 21% in quarter two

Aluminium Company of America has reported a 21 per cent drop in second quarter net income before special charges. A *huge* surge of imports to the West from the former Soviet Union means a backdrop of high world aluminium stocks and low prices. **Page 17**

Bronfman empire shrinks further

The troubled business empire controlled by Toronto's Bronfman family is making further disposals, selling its controlling *interest* in Consumers Packaging, Canada's biggest glass container maker, as well as a 50 per cent stake in a British Columbia *paper mill*. **Page 17**

Leading role for derivatives

Derivatives have become integral to corporate risk management, with a surprising array of business *applications*, from swapping long-term debt for short-term debt to *hedging* foreign exchange or commodities exposure. **Page 19**

Merrill Lynchpin

Mr Daniel Tully, who a week ago took over the helm of Merrill Lynch, the largest securities house in the US, *does not fit the popular image of Wall* Street's elite. But during his tenure Merrill has grown from one of several dominant firms on Wall *Street, to the* dominant force. **Back Page**

Prospective p/e ratio

The latest prospective p/e ratio for the FTA index of 500 industrial stocks for calendar 1993 is 14.5 according to IBES, the consensus estimates service (last week: 14.6). This compares with an IBES estimated *p/e for the "500" of 19.2 (19.4) for calendar* 1992. The official FT calculation of the historic p/e, based on the latest reported earnings, is 19.10 *(19.19)*.

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Merck president resigns unexpectedly

By Martin Dickson in New York

MR Richard Markham, president of Merck & Company, the world's largest prescription drugs group, has resigned unexpectedly after seven months *in the post*.

The 42-year-old Mr Markham, who was also Merck's chief operating officer, was widely viewed as heir apparent to the company's chairman, Mr Roy Vagelos.

Merck said Mr Markham had left for "personal reasons" which he did not wish to spell out.

Mr Vagelos said: "While Mr Markham's departure is disappointing, one of Merck's strengths is the quality and *depth of its management team*." Those executives who reported directly to Mr Markham will now report to Mr Vagelos.

The upheaval at Merck follows the ousting in March of Dr Ernest Mario as chief executive and deputy chairman of Glaxo, Europe's largest drugs company, after apparent disagreements over management style and strategy.

The Merck announcement surprised Wall *Street* analysts who suggested there was nothing in the company's recent financial *performance to account* for Mr Markham's departure.

Mr Markham had spent more than two decades at Merck, becoming senior vice-president for Europe in 1989 and taking charge of the company's human health business worldwide in 1991.

The New Jersey-based company's share price has fallen sharply this year from *the high* $40s to close unchanged at $34¾ *last Friday. The resignation* announcement came after the market's close and Merck shares *may drop in reaction to the news* this morning.

Analysts have been cutting their earnings forecasts for the company in recent weeks amid concern that it will be unable to sustain its strong growth record.

The concerns are due partly to pressures from the Clinton administration for the drug industry to cut prices and partly *to doubts about the market* potential of one of its new products, *Proscar, a treatment for* enlarged prostates.

Merck, best known for anti-hy*pertensive and cardiovascular* drugs, reported net profits of $1.98bn, (£1.32m) or $2.12 a share for 1992, on sales of $9.7bn. Fourth quarter earnings rose 17 per cent on sales up 12 per cent.

Mr Markham is the second top executive of a major US drugs company to quit in the past few weeks. In late June, Mr Vaughn Bryson resigned as head of Eli *Lilly after boardroom disputes*.

Christopher Parkes *and* Alan Cane examine the reasons for Siemens' tribulations in computers

German duo dances to different tunes

When giants learn to dance, a little flat-footedness is to be expected. But Siemens, Germany's leading electrical and electronics group, seems not to be an especially apt pupil.

It fell over its own feet with the 1989 *acquisition of Rolm from* IBM. It took almost four years to integrate it with its private telecommunications business because someone underestimated the fundamental differences between US and German telephone systems.

The judges are waiting watchfully to see how it copes with another transatlantic two-step. Siemens, *seeking a partner for its* Osram lighting subsidiary, paid GTE DM1bn last year for its North American Sylvania operation. Since Osram is Europe's number two lamp maker after Philips, buying continental Sylvania was ruled out on competition grounds.

Although no calamities are expected, critics wonder how fitting a pair the businesses make when, for example, vehicle lamp specifications vary so greatly between Europe and the US.

For the moment, however, the *main problem preoccupying Mr* Heinrich von Pierer, the new Siemens chairman, is the lumbering performance of Siemens Nixdorf Informationssysteme (SNI), an ill-matched merger arranged by Deutsche Bank in 1990.

The industrial logic appeared *plain enough*. Steady, tradition-based Siemens had 20 per cent of the German market for mainframe machines and *made* modest profits on equipment supplied mostly by Fujitsu of Japan. Livewire, entrepreneurial Nixdorf had flourished in the 1980s, winning *25 per cent of the home market* for its mini-computers. It also came equipped with a strong software business.

Together, according to Deutsche Bank thinking, Germany had its own DM8bn-a-year internationally competitive computer *industry combining* the best of old and new, safe in the arms of one of the country's most stable *industrial* concerns.

Last week, almost three years after the merger, Mr von Pierer said he expected SNI's losses this year to match last year's deficit of DM513m (£202m). This will bring the cumulative loss since the company was formed to *almost DM2bn*. Unit personal computer sales had increased 50 per cent, he said, but price wars and currency losses had cost an estimated DM1bn.

The roots of SNI's difficulties lie in its dependence on *hardware sales and the* changed relationship between costs and revenues.

The gross profit on a mainframe used to be as much as 90 per cent, ample to pay for expensive sales forces and elaborate customer support, and still yield a *worthwhile profit*. Today the gross return is 60 per cent and falling. The comparable figure for mini-computers may be less than 40 per cent and below 20 per cent for PCs. Meanwhile, customers are turning away from mainframes and minis in favour of networks of PCs, which are more flexible and cheaper.

The first indications of these *problems* were apparent when SNI came into being. In its last year of independence, Nixdorf, having built up its workforce to almost 30,000 in the expectation of continued growth, *lost* DM1bn on sales of DM5.6bn as the boom petered out.

Recession, striking hard at mainframe sales, together with structural change in the industry and its markets, further compounded SNI's difficulties

It was only later, *when orders* went unbooked, sales went unbilled and losses grew, that Siemens came to appreciate that the new partners were dancing different steps to different tunes. The Siemens side chose to lead. The Nixdorf team, unaccustomed to sluggish bureaucracies, *found its* entrepreneurial spirit being squeezed out.

The fledgling SNI, already trying to adapt to change in the industry and to recession, was being riven internally by a clash of cultures.

Morale suffered as the parent applied rough and ready remedies to staunch the profits drain. *Already cut to around 47,000* from 52,000 at the time of the merger, the workforce is scheduled to drop to less than 40,000 by the end of 1995.

Only latterly has internal structural change come to the fore. Last October, for example, *the PC business was split*, according to the current fashion, into three business units. PCs, high performance printers and systems integration are now separate profit centres. In April the process of subdivision was extended throughout the concern with the creation *of four units* responsible for products, and six more in charge of internal and external services – from procurement to maintenance.

"When I look at what has been achieved in the last few months alone, I am convinced we'll bring *about a turnaround*," said a confident Mr von Pierer.

Changes at SNI embody his view of the main sources of future strength for the group. His predecessor, Mr Karl-Heinz Kaske, who enlarged Siemens by acquisition, finally broke the monolith into 17 operating divisions encompassing 300 activities. Within this frame, Mr von Pierer aims to create a network of individual profit centres, fostering the entrepreneurial spirit as he goes.

He expects SNI to be profitable within three years, when it will be ready for its next important development: a partner. His computer business may be relatively strong in Germany, but it has less than 2 per cent of the DM14bn-a-year European PC market, only marginally more of the *DM7.5bn systems integration* business and around 13 per cent of the DM6bn medium-sized Unix computer market.

Long-term supplier Fujitsu, the Japanese mainframe specialist, with which SNI recently extended its links, is the name which crops up most often.

Since Mr von Pierer insists that any relationship should be on equal terms, much depends on the success of the restructuring – and the speed at which recession unwinds – in restoring SNI to profit. Although he repeats with rising *fervour* that computers and information technology have a core role in the group, if the return to the *black* is too long delayed, even he may come to agree with the critics who say Siemens would dance far better with one less leg.

Investors bullish on UK share outlook

By Christopher Price

A LARGE majority of institutional investors are more positive on UK equities over the next 12 months than on any other market, according to a survey published today.

The monthly Smith New Court/Gallup poll of fund managers *found 84 per cent bullish* over the outlook for UK equities compared with 67 per cent for Japan, 55 per cent for Europe and only 9 per cent for the US.

The finding reinforce other recent reports and come on top of a gathering momentum for a reduction in *domestic interest* rates. The London stock market firmed on Friday as rumours of *an imminent cut were boosted by* four of the City's leading broking firms' reducing their year-end forecasts. BZW, James Capel and SG Warburg moved from 6 to 5 per cent, with SG Strauss Turnbull also trimming its figures.

The Warburg strategy team suggested that with gilt yields declining and inflation indica*tors encouraging "it is hard to* be bearish from current levels" over the outlook for equities.

However, market strategists did strike one note of caution last week as suspicions grew that some of the big institutions were beginning to shift funds out of London and into Germany in anticipation of a cut in German rates as part of a support *package for the Franc*.

The latest Gallup survey found that a balance of 12 per cent of fund managers were planning to increase their exposure to UK equities over the period, compared with 23 per cent for Japan and 13 per cent for European equities.

However, a balance of 30 per cent of fund managers were planning to cut their exposure to the US market. Among the preferred sectors in the UK market were general engineering, banks and health and household. Prop*erty also fared well*, with a balance of 23 per cent of fund managers planning to increase their investment. The least favoured areas were in contracting and construction, oil and gas and food manufacturing.

However, many fund managers remain nervous about the pace of recovery in the UK economy. Only 17 per cent of respondents *believed the general economic* situation would improve over the next 12 months, down from 24 per cent in June and 35 per cent in May.

A test of faith in the UK's recovery creed

Economics Notebook

By Emma Tucker

In the last few weeks a malaise has settled over the UK financial markets. Anxiety is growing that even the cautious faith in a sustainable recovery expressed by Mr Kenneth *Clarke, the new Chancellor*, may be too optimistic.

The fear among a number of economists and investors is that the promising indicators of the first quarter reflected a one-off boost from sterling's devaluation and lower interest *rates rather* than a sustained improvement in the economy.

Even if the UK does not drift back into recession, *expectations* are mounting that once the optimism of the spring dies down, there will be little recovery left to speak of.

The unease has been picked up in the UK money markets. The December sterling futures contract *is pricing in* another base rate cut by the end of the year, and it is harder to find City economists supporting *the* view that interest rates have hit bottom at 6 per cent than it was a few months ago.

Last week, SG Warburg Securities, which for some time has been relatively bullish about growth, joined the crowd in *forecasting* that the Chancellor was likely to cut rates to 5 per cent by the end of the year.

Mr Peter Warburton, chief economist at Robert Fleming, sums up the general concern: "The buoyancy of consumer *purchases of cars*, household goods and leisure items in the first quarter bears the hallmarks of a temporary spending binge rather than the begin*ning of a sustained* trend."

What, then, lay behind the strong growth of the first three *months of the year* if it did not reflect a solid, underlying improvement? Mr Bill Martin, economist at UBS, says there was a one-off surge in con*sumption* provoked by keen high street pricing and better terms on hire purchase agreements after the interest rate cut. *Stock-building* may also have provided a short-term boost to output and there was an upsurge in confidence after the rate cut.

But these *factors* will not be enough to sustain the sparkle of the first quarter through the rest of the year, *say the gloomier* economists.

In a recent report, Professor Wynne Godley, one of the Treasury's outside advisers known as the seven wise men, says: "With a severe recession developing in Europe and with *inadequate* capacity in tradeable goods and services, the growth of net export demand over the next few years will not, *on present* policies, be any faster in the future than in the past." The upshot, he says, is that "it will not be *possible to* achieve sustainable growth fast enough to reduce unemployment by any significant amount over the next four or five years."

The worries of Prof Godley and economists such as Mr Martin focus on:

- The overhang of debt. Professor *Godley* believes that with household debt still around 100 per cent of the annual flow of disposable income, personal saving is *likely to* stay very high.

Survey evidence backs up the fear that consumer spending remains constrained *by* deteriorating personal *finances*. Last week, the consultancy Business Strategies Limited reported a rise in the proportion of people falling into debt, particularly in the south-east.

On the corporate side, the big overhang of excess capacity in many sectors, together *with weakened balance sheets*, is checking investment.

- Tax increases next year and a *squeeze on real disposable* income. Even the more bullish economists fear that next April's tax increases will sharply reduce consumer spending.

Mr David Smith, economist at Williams de Broë, expects growth to be buoyant this year, but warns: "I am much more concerned that next year will be very disappointing because of the tax increases." He adds that the prospect of further tax rises will dwell at the back *of people's minds so* long as the budget deficit remains as high as it is.

Meanwhile, consumers face a squeeze on real incomes as the *rise in average earnings* continues to slow.

- European recession. Sluggish growth in Europe has been singled out by the Organi*sation* for Co-operation and Development as a significant drag on growth in the UK. Even the competitive gains of devaluation may not be enough to sustain exports as the UK's main markets slide into recession.
- Credit controls. Professor *Godley points out that in previous* recoveries there has been some sort of relaxation of credit regulations which has given an underlying boost to demand. This recovery will not benefit from such a move and caution among banks will act as a further hindrance to recovery.

Not everyone is as gloomy about medium-term prospects. Mr Tim Congdon, another of the seven wise men, says in the Treasury report: "It is already clear that the main macroeconomic figures for this year will be the best since the late 1980s."

He says bright economic *prospects can* be explained by the large amount of excess capacity as a result of reduced output during the recession. This, he argues, will allow for strong non-inflationary growth.

Other City economists take a similarly bullish view. "A lot of the negative factors can be off-set by the lower exchange *rate and lower interest rates* and there is a feeling that we are near the trough in Europe anyway," says Mr Paul Turnbull, at Smith New Court.

The economy is now poised between sliding back into unspectacular growth or continuing with the gains already made this year.

If the economic figures *expected over the next two* weeks are bad, the chancellor may be tempted to cut interest rates again. But he will need to keep an eye on the level of the pound. Since its *recent rise* partly reflects optimism about the UK recovery, a run of weaker figures may push the currency back down. In this case, Mr Clarke will have to decide whether to cut interest rates while the pound is weak, or whether to cling to base rates of 6 per cent in the hope that conditions for a strong upturn really are already in place.

Debt talks set to resume at O&Y USA

By Bernard Simon in Toronto

OLYMPIA & York USA is close to resuming debt-relief talks with creditors after reaching agreement on a number of disputes relating to it's board of directors and other issues of corporate governance.

Negotiations to restructure O&Y USA's US$5.3bn debt *have been at a standstill since* March following disagreements between the company and its Canadian parent, Olympia & York Developments (OYDL).

The Reichmann family, which retained a 20 per cent interest in O&Y USA in the restructuring of OYDL earlier this year, also raised concerns *about the possible dilution of* their stake. Some minor points of disagreement remain between *the Reichmanns and* O&Y USA. But these are expected to be cleared up early this week.

The debt-restructuring talks are expected to drag on for at least six months. But the corporate-governance pact has *raised hopes the talks will succeed* without O&Y USA following its parent into bankruptcy protection.

The agreement gives O&Y USA substantial autonomy from OYDL, which is now under the control of a court-appointed administrator.

A new nine-person board will include Mr Willard Butcher, former president of Chase Manhattan Bank; Mr John Whitehead, co-chairman of Goldman Sachs; Mr Richard Ravitch, a prominent New Yorker; and Mr William Davis, former premier of Ontario.

Final Cray bonus tranche likely

By Paul Taylor

THE FINAL tranche of a share-option based incentive bonus package, worth in total between £25m and £35m, for the former chairman and three senior directors of Cray Electronics, is likely to be triggered tomorrow when the group announces its 1992-93 results.

The complex three-part bonus package was approved by Cray shareholders in December 1989 when a new management team led by Sir Peter Michael, the former chairman of UEI, was installed after the company was widely criticised for its accounting policies and forced to revise its profits downwards.

The four beneficiaries of the scheme are Sir Peter, who stepped down as chairman at the start of last month, his successor, Mr Roger Holland, Mr Jeff Harrison, finance director, and Mr Jon Richards, group managing director.

Under the terms of the scheme, devised by SG Warburg, Cray's financial adviser, the four executives were entitled to subscribe for cut-price deferred convertible shares and deferred redeemable shares, depending on the group's share price and its financial performance measured by earnings per share.

The share price has risen sharply over 12 months, closing at 161p on Friday, and results, boosted by disposals and timely acquisitions, have bounced back from a £2.79m pre-tax loss in 1989-90 to pre-tax profit of £3.5m in 1991-92.

As a result the pre-conditions triggering the first two tranches of the incentive scheme have already been met. The size and value of the third tranche of share options depends upon the level of earnings in the year to April 30, and the share price at the time of conversion.

The potential value of the share option incentive scheme raised some eyebrows at the time – one analyst said he was staggered by its size. However it was defended by Sir Peter who said the incentive was "fair for a very difficult job," given the risks.

Europa poised to move back into the black

By Kenneth Gooding, Mining Correspondent

EUROPA MINERALS, the UK mining finance house which has been refinanced and restructured, broke even in the opening quarter.

And it will return to pre-tax profit for the first time since 1989 in the half year to July 30, said Sir David Hardy, chairman, at the annual meeting.

He would not forecast the full-year result and said Europa, which has gold and coal mining interests in Australia as well as drawing royalties from North Sea and Indonesian oil, had a long way to go before paying dividends.

Sir David confirmed that consideration was being given to a three-sided restructuring to pull together Europa and Austmin, the small Australian mining company which is Europa's main shareholder with 19.8 per cent, and Burmine, the Australian gold producer of which Europa holds 41.8 per cent.

This would result in a group with a market capital of about A$40m, quoted and with interests primarily in Australia but also with a London listing. This would "make it more simple for shareholders to see what they own."

But Sir David stressed that any restructuring would be very complex to work out, and was "an idea being explored, no more than that."

An 8 per cent stake in Europa, left with Australian sub-underwriters after a poorly-received rights issue of shares a year ago, was acquired recently by Mt Edon, another small Australian gold group backed by Swiss money.

Henry Ansbacher, the merchant bank which underwrote the issue, was left with 13.8 per cent of Europa. Mr Edward Schneider of Ansbacher said it was being treated as a long-term investment.

Gieves placing and open offer to raise £1.8m

HAVING BREACHED covenants on convertible loan stock and borrowing restrictions, Gieves Group is raising £1.8m net in a placing and open offer to remedy the situation.

The group, now operating as retailers and licensors and publishers, is placing 8.2m shares with USI Holdings group, which speaks for 5.1 per cent of the capital and all of the loan stock, and with Thistle Nominees on behalf of Mr George Ljutikov, a private investor holding 9.9 per cent of the capital.

Shareholders can claw back on the basis of 3-for-5 at 25p per share. USI will not request the immediate repayment of the loan stock in return for certain adjustments to the terms.

At the end of the year to January 31 1993 the loss retained in the business had risen from £3.8m to £4.75m. For the 12 months pre-tax deficit came to £1.41m (£1.51m), including exceptional charges of £1.34m (£1.71m).

The exceptionals were made up of £810,000 for the closure of the Gieves & Hawkes operation in Milan and two retail outlets in the UK, £471,000 for restructuring and reorganisation costs for Chivers' publishing divisions in the UK and US, and £63,000 for net property liabilities.

On top of that were extraordinary charges of £3.47m (£2.28m). These comprised £1.78m adjustment for goodwill previously written off against reserves, £998,000 provisions and asset write-offs principally for the Milan stores, £815,000 profit on the sale of Bookpoint, and £1.5m in respect of the crystallisation of contingent liabilities relating to Redwood Press.

In respect of the latter, the principal guaranteed parties have conditionally agreed to subscribe for 900,000 shares at 25p in part settlement of the amounts owed.

New outlets help Pelican rise to £908,000

By Catherine Milton

THE PELICAN Group of restaurants doubled pre-tax profits from £453,000 to £908,000 in the year to end-March, helped by the opening of eight new outlets.

Turnover rose to £8.08m (£6.32m), bolstered by the continued expansion of the Cafe Rouge chain, which now comprises a total of 14 open and two in development.

The group now operated 20 restaurants. Mr Roger Myers, chairman, said: "The Rouge concept still has great scope for expansion throughout the UK and we are actively looking for new sites." Last year saw rapid growth, with turnover, profit and overall development all reaching record levels.

Since the year-end Pelican had purchased the Yankee Noodle group of restaurants which brought with them Mr Robert Earl, who is behind the Planet Hollywood chain, as a non-executive director. At the same time the group raised £4m in a placing with clawback, for working capital and to clear gearing.

The Leadenhall Wine Bar and the Cafe Pelican made a reduced contribution because of the recession.

Interest payments fell to £345,000 (£409,000) reflecting the drop in UK interest rates. The dividend is increased to 1.1p (1p) out of earnings per share of 4p (3p).

10% of ITV companies held by US institutions

By Raymond Snoddy

US INSTITUTIONS hold a stake of around 10 per cent in the ITV companies, according to a new survey of who owns what in the UK's commercial television sector.

The biggest individual investor is Chase with significant stakes in Central, London Weekend Television and Scottish. Fidelity, is the second largest US holder in ITV, owning more than 3 per cent of the stand alone ITV companies.

The other two main US investors are Wearburg Pincus with an 8.31 per cent stake in LWT and Hanover Manufacturers which had 4.19 per cent also in LWT.

The extent of the US involvement is detailed in Citywatch, a new sharewatch service launched by Investor Communications & Research, part of London-based consultants GAH.

The Citywatch survey of institutional ownership in the ITV sector is the latest to be produced by GAH. The consultants have already researched areas such as the food, retailing and stores sectors.

The report shows that Mercury Asset Management is by far the largest individual investor in ITV accounting for a total of 8.69 per cent of the stand alone companies. It is strong in the companies which would be the main takeover targets if present rules are relaxed – Central, LWT, Scottish and Anglia. Prudential Portfolio Managers, the sector's second largest investor, is backing a similar range of companies.

Phillips & Drew Fund Management is also a significant player, but its largest investment is in HTV – a 23.04 per cent stake. The BBC pension fund is also an investor in ITV and holds a 3.83 per cent stake in Anglia Television.

Mr James Redhead, of GAH, said he saw the research as "a key defence tool" for ITV companies trying to ward off unwelcome predators. "It is also going to be of great value to foreign predators," he said.

Trevor Humphries

Cliveden to seek public listing

THE CLIVEDEN Group, which runs the Buckinghamshire country house as a hotel, (pictured above), is to seek a public listing after reversing into Ifico, a former insurance broker. The house and gardens were donated by the Astor family to the National Trust in 1942. Granted an 80-year lease by the NT, the Cliveden Group have spent some £12m refurbishing the house. The company achieved a 66.8 per cent occupancy rate and £207 a night average charge on the 31 bedrooms in the financial year to last October. It made an operating profit of £427,000 on turnover of £3.83m but reported a retained loss of £456,000. Ifico, which became a shell company after selling its insurance broking businesses in 1991, hopes to regain its listing once the transaction has been completed.

Banner Homes to buy BES companies

BANNER HOMES, the USM-quoted property trading and development group, is acquiring two BES housebuilding companies. Housebuilding Portfolio One and Housebuilding Portfolio Two, which it launched in 1990. Banner owns 10.7 per cent of their share capital and has managed them from inception.

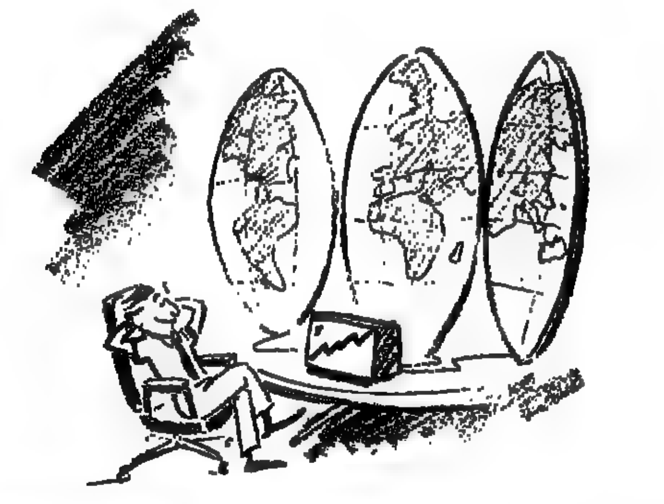
Banner has also announced pre-tax profits of £255,000 for the year to March 31, compared with losses of £688,000. Turnover was slightly lower at £6.63m (£6.83m).

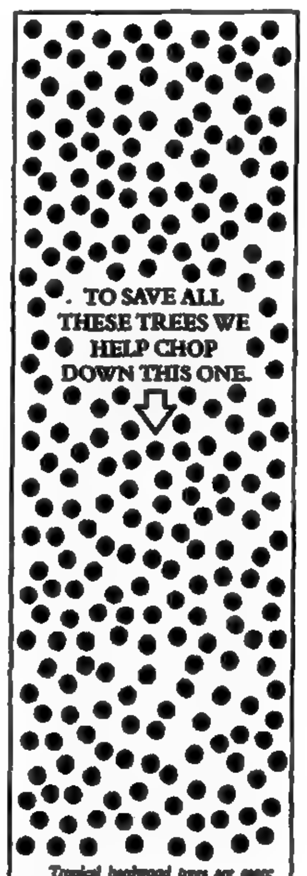
Had the two companies been part of the group as at March 31, they would have increased turnover by about 30 per cent. Their combined sales for the year were £1.81m and pre-tax profits £33,000. Net assets at March 31 amounted to £739,000.

Earnings per share came through at 2p (losses 3.9p).

CROSS BORDER M&A DEALS

BIDDER/INVESTOR	TARGET	SECTOR	VALUE	COMMENT
ABN Amro (Netherlands)	Cragin Financial Corp (US)	Banking	£333m	Expanding Chicago presence
National Power (UK)	Transco Energy Ventures (US)	Power	£106m	Biggest overseas move yet
Sidlaw (UK)	Courtaulds Flexible Pckg (UK/France/Spain/Nethrlds)	Packaging	£79m	European strategy move
Cummins Engine (US)/ Telco (India)	Joint venture	Engineering	£33m	Investment in India growing
Otra (Netherlands)	SLO Tuottajain Kone (Finland)	Electrical wholesaling	£15.3m	Nokia refocussing move
National Express (UK)	Eurolines Nederland (Netherlands)	Transport	£1.43m	Cash deal
Nynex (US)	Stet Hellas Tele-communications (Greece)	Telecoms	n/a	Italy's Stet sells 20% stake
Snia Fibre (Italy)/ Rhone Poulenc (France)	Joint venture	Textiles	n/a	Sector restrctrng continues
AMIC (S Africa)/Daewoo (S Korea)	Daewoo-Amic (JV)	Consumer goods	n/a	SA market develpt venture
BOC Group (UK)	Hüls (Germany)	Gas distribution	n/a	Strategic cash deal





Alcoa drops 21% as aluminium prices decline

By Martin Dickson in New York

ALUMINUM Company of America, the world's biggest aluminium producer, has reported a 21 per cent drop in second-quarter net income before special charges.

The figures come against a backdrop of high world aluminium stocks and low prices, due to a a large increase of imports to the West from the former Soviet Union.

At the end of last month, Mr Paul O'Neill, chairman of Alcoa, announced that the company was cutting its annual primary production in the US by almost 25 per cent, and laying off 750 people.

Paul O'Neill: announced 25% cut in primary production

The second-quarter figures, released on Friday, showed earnings of $44.7m, or 51 cents a share, before $9.4m of net unfavourable adjustments. Sales and operating revenues were little changed at $2.4bn.

The adjustments included a special charge of $23.8m after tax for job cuts; a charge of $11.9m for a new three-year labour agreement; and a $26.3m Australian tax credit.

In the second quarter of last year the company reported earnings of $56.5m, or 65 cents a share, before charges of $104.7m.

The company said prices on most products had declined from the same quarter of last year.

Revenues were level, in spite of a 5 per cent decline in aluminium shipments, because of increased sales in non-aluminium products.

For the first six months of the year Alcoa reported net income of $72.3m, or 82 cents a share, before adjustments, compared to $111.6m, or $1.29 a share, on the same basis in 1992.

Akai loss widens to Y941m at half-way

By Michiyo Nakamoto in Tokyo

AKAI Electric, the Japanese maker of video and audio equipment, suffered a pre-tax loss of Y941m ($8.8m) in the half-year ended May 20, reflecting the continuing sluggish state of the consumer electronics market.

The loss, significantly larger than the Y623m deficit of the same period a year ago, came on sales of Y25bn, an increase of 2.2 per cent on the previous first half.

Sluggish sales of video cassette recorders, particularly in Europe where Akai has a strong foothold, the impact of the yen's rise and increased competition were blamed for the disappointing performance. Akai has an export ratio of 85 per cent and increased sales in all regions except Europe where they fell by 13 per cent.

Video equipment suffered a 4 per cent decline in sales while audio equipment saw sales grew by 27 per cent.

Akai forecast pre-tax losses would increase sharply in the year to November 20 because of the depressed market conditions and the yen's rise against the dollar this year.

It expects losses of Y1.3bn, compared with the previous Y247m. This will be the second straight year of losses for Akai, which had initially expected to post a pre-tax profit of Y200m in the current year.

The group hopes to combat the impact of the yen's rise with price rises, an increase in overseas production and in the procurement of parts from overseas. However, it believes sales of VCRs will continue to decline through the year.

Argentina sells energy group in three units

By John Barham in Buenos Aires

ARGENTINA has completed the privatisation of its principal energy companies with the sale of Hidronor, the country's principal hydroelectricity generator for $1.11bn.

The sale follows last month's successful flotation of YPF, the national oil company, and last year's privatisation of the federally-held gas and electricity companies. In just 15 months, Argentina's energy privatisations have raised more than $6.65bn.

The government split Hidronor into three parts, selling each as a separate unit. Three international consortia paid $474.6m in cash and took on a further $631.1m in financial liabilities from the government. Hidronor's dams have been transferred as 30-year concessions.

The sale last week of El Chocon, the largest of the dams, for $519.3m to a consortium led by Endesa of Chile, was particularly significant. Argentina and Chile have long been fierce rivals.

El Chocon is located close to the Chilean border in the southern Andes and is a large source of electricity for Argentina. Last year, Endesa acquired generating and distribution companies in greater Buenos Aires.

A consortium headed by Southern Electric of the US paid $393.5m for the Alicura dam. Another consortium comprising Dominion Energy, also of the US, and Louis Dreyfus, the international commodity trader, paid $192.9m for the smaller Cerros Colorados dam.

NEWS IN BRIEF

Southern Union gas acquisition

WESTERN Resources of the US is to sell its Missouri natural gas properties and operations to Southern Union for about $360m, Reuter reports. Southern Union will fund the purchase through a debt offering and a rights issue of common stock.

The natural gas properties serve about 460,000 Missouri customers in areas including Kansas City, Joplin and St. Joseph.

The deal hinges on approvals from the Missouri Public Service Commission and other regulatory agencies, Western Resources said.

■ Bank of Bermuda Group has agreed to acquire the institutional trust business of Standard Chartered Bank's Equitor Group in Hong Kong and Singapore, increasing its Asia Pacific assets to about US$7bn, Reuter reports.

Standard Chartered Equitor has about US$3bn of institutional assets, and Bank of Bermuda has US$4bn in assets in the area, the bank said.

The acquisition raises total funds under administration to more than US$28bn from US$25bn, the bank said.

■ An initial public offering of shares in Woolworths the Australian retailer has closed heavily oversubscribed, Reuter reports. Woolworths offered 1bn shares at A$2.45 each. Investors applied for 2.67bn shares, more than 2¼ times the number available.

Domestic institutions applied for 875m shares, but were allocated 153m. Overseas institutions requested 772m shares. They got 40m.

Woolworths, which is not related to the US group Woolworth group, has allocated shares to 339,000 investors. That gives it the biggest shareholder base of any listed Australian company.

■ Saudi American Bank, which is 30 per cent owned by Citibank of the US, improved first-half net profits by 5.3 per cent to SR470.6m ($127.2m), compared with the year-earlier period, AP-DJ reports.

Operating income was little changed at SR465.5m. However, the bank recorded a SR5.1m surplus in debt recovery compared with a SR17m provision against bad debts a year earlier.

Swissair wins strong terms on aircraft sale

By Ian Rodger in Zurich

SWISSAIR has sold six of its 23 MD-81 aircraft on very favourable terms, Mr Otto Loepfe, the Swiss national airline's chief executive, said yesterday.

No figures were given. Swissair is frequently in the used aircraft market and aims to keep a modern fleet. In the past two years, proceeds from sales have prevented the airline from making losses.

Mr Loepfe, speaking to the airline's annual managers' meeting in Zurich, said the Alcazar project, under which Swissair would join forces with KLM Royal Dutch Airlines, Scandinavian Airlines System and Austrian Airlines, was the best way forward for the company. It said a memorandum of agreement was expected to be signed by the airlines in September.

If the deal goes ahead, the four carriers would shed 10 per cent of their workforces, Mr Loepfe said. This would require Swissair to make some of its 25,800 staff redundant, but the workforce was falling by 5.3 per cent annually through natural attrition.

Bronfman empire makes further disposals

By Bernard Simon in Toronto

THE troubled business empire controlled by Toronto's Bronfman family is making further disposals, selling its controlling interest in Consumers Packaging, Canada's biggest glass container maker, as well as a 50 per cent stake in a British Columbia paper mill.

Consolidated Enfield, a Bronfman-controlled company, will receive C$9.7m (US$7.5m) for its 58 per cent stake in Consumers from the owners of Glenshaw Glass, a privately-held US glass maker based in Pittsburgh. Glenshaw has agreed to invest an unspecified amount in Consumers and to keep all its seven plants in operation.

Separately, Noranda Forest, which is also controlled by the Bronfmans, has sold its 50 per cent stake in Island Paper Mills, which makes coated and uncoated papers, to EB Eddy, a Canadian forest products group.

Eddy has bought the remaining 50 per cent from MacMillan Bloedel of Vancouver. Terms were not disclosed.

The purchase price for Consumers of 65 cents a share is less than half the current market price, and reflects the company's fragile financial condition.

Losses over the past five years have totalled C$229m, and Consumers is in default on a considerable portion of its bank debt and debentures. It is in the middle of a financial and business restructuring, which included the sale earlier this year of its plastics packaging interests.

Mr Brian Lawson, Enfield's president, said a fresh owner "committed to injecting new capital and providing strategic support" greatly improves Consumers prospects. The company has a market share of roughly 70 per cent, with 1992 sales of C$410m.

Consumers and Island Paper are the latest in a string of asset disposals by companies in the Bronfman orbit. Others sold this year include controlling interests in MacMillan Bloedel, the west coast forestry group; John Labatt, the beer and entertainment group; and Royal Trust, Canada's second-biggest trust and loan company.

The convoluted structure of the Bronfman group, which includes several private holding companies, makes it hard for outsiders to estimate the extent of its financial difficulties which led to the spate of asset sales.

Swiss banks lifted by first-half improvements

By Ian Rodger

FIRST-HALF results from three medium-sized Swiss banks underpin expectations of a banner year in prospect for the industry.

BZ Bank, the Zurich securities house headed by Mr Martin Ebner, reports first-half net income of SFr49.9m ($35.6m), not far from the SFr59.5m earned in the whole of last year.

It was the first time BZ, which is privately held, reported interim results and no comparative figures were given.

Last week, Banca del Gottardo, the Lugano based bank controlled by Japan's Sumitomo Bank, said cash flow rose 22 per cent to SFr61.4m in the first half.

While two weeks ago, Julius Baer, another Zurich banking group, said its first-half net profit was about SFr70m, slightly higher than the figure for the whole of last year.

Lower interest rates, a buoyant local stock market, big new inflows of investment funds and controlled costs are the factors contributing to these results.

The Swiss stock market's all-share index is up 22 per cent since the beginning of the year, enabling banks to make large gains in trading and commission income.

Baer said its trading income more than doubled in the first half, Gottardo said stock trading and new issue commission income was up 30 per cent while BZ's securities related income, at SFr50.9m, was 28 per cent above the figure for the whole of last year.

Baer, which specialises in asset management, said its commission income from this business was up 20 per cent. Also, clients' assets grew by about 10 per cent in the first six months and total SFr36bn.

Analysts said funds had been pouring into Switzerland this year, partly because of continuing turbulence in exchange rates in other European countries.

Mr Bernhard Tschanz, head of investment research at Credit Suisse, said Switzerland's decision last December to stay out of the European Economic Area helped.

Baer's net interest income gained 10 per cent, reflecting widening spreads as interest rates fell.

The big three Swiss universal banks, Union Bank of Switzerland, Swiss Bank Corporation and Credit Suisse, are the main beneficiaries of this trend, and they are all expected to report sharply higher first-half profits.

Most banks are benefiting from two years of aggressive internal cost cutting. Baer's expenses in the first half were up only 6 per cent while Gottardo's declined.

● Berliner Bank has acquired Deutsche Spar- und Kreditbank (DSK Bank) from DSK's sole shareholder, Mr August von Finck, the Munich-based investor, Reuter reports.

No terms were provided.

German press reports have recently estimated value on the deal at up to DM200m ($125m). DSK operations are focused on private customer business.

The bank has 25 branches, most of them in the Munich area.

DSK had 1992 net profits of DM7.03m. Its balance sheet total was DM2.03bn.

UK GILTS

Prices climb despite lure of German bonds

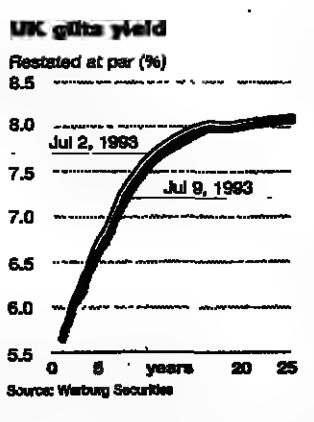
THE UK inflation optimists remain in the ascendancy. Gilt prices continued to climb last week in spite of the competing attractions of German government bonds which soared as investors re-appraised the outlook for the German economy and the D-Mark.

Ten-year gilts gained nearly a quarter of a point on the week, after a half point rise the week before.

Little happened to change the consensus view that inflationary pressures would be muted for some time.

That sentiment could be tested this week, which sees a spate of economic data including the latest numbers for unemployment and retail price inflation.

Even though senior officials at the Bank of England continue to sound warnings about the possibility of increased price pressures in the next few months, the balance of opinion in financial markets is shifting towards commentators such as Professor Patrick Minford of Liverpool University who are claiming that inflation is dead.


UK gilts yield

Restated at par (%)

Source: Warburg Securities

According to Prof Minford, one of the Treasury's panel of seven outside economic advisers whose second report came out last week, recent changes in company behaviour and in the labour market have made the re-appearance of serious inflationary problems in the near future extremely unlikely.

He says he is "frustrated and depressed" that much of the mainstream UK economics community tends more to the official Bank line on inflation. According to Prof Minford, the UK economy is "straining at the leash" and could be capable of strong non-inflationary growth this year if the government were to loosen economic policy.

This could be done, he says, by a cut of 2 percentage points in interest rates by the end of the year to 4 per cent.

He also would like the Treasury and Bank to combat the generally upward drift by sterling.

Even though few in the gilts market are quite so sanguine about price pressures in the economy as the Liverpool professor, the broad direction of yield movements during the week lend his views some support.

The yield of the 8 per cent Treasury bond maturing in *2003 was* quoted on Friday night at 7.51 per cent, 13 basis points down on the week and 50 basis points down over the past month.

It closed on Friday at a price of 103⅝.

The 10-year area of the gilt curve performed particularly well last week, with some selling at the short end as investors reckoned they might have over-reacted the week before to the possibility of a cut in UK base rates in the near future.

In generally quiet trading due to the absence of any significant UK economic data, gilts were largely unaffected by the strong move into German bunds during the week.

One gilts specialist said: "It reflects the strong support for gilts, particularly from non-UK institutions which see the securities as cheap."

Other strong buyers of gilts in recent weeks have included UK insurance companies, unit trusts and investment groups. *Pension* funds have been among the least enthusiastic buyers of the bonds.

Among the other members of the Treasury's economic panel, Mr Gavyn Davies of Goldman Sachs is less optimistic than Prof Minford about inflation. He is keen in particular to draw attention to the effects of the tax increases planned for next April which will push up prices for some goods and services.

Mr Davies reckons the government's favoured measure of underlying inflation – the year-on-year change in the retail prices index excluding mortgage payments – will push up close to the 4 per cent Treasury ceiling by the end of 1994.

In the year to last month, this measure of underlying inflation is thought likely to move to 3 per cent, from 2.8 per cent in the year to May.

The exact figure will be announced by the Central Statistical Office on Wednesday. The headline inflation rate – the retail price index by itself – is thought likely to come in at 1.5 per cent, after 1.3 per cent in the previous month.

Attention will also focus on the change in unemployment last month, which is reckoned to have shown a generally flat trend after the surprise of four successive monthly drops in the jobless figure.

Peter Marsh

US MONEY AND CREDIT

Fears over inflation in sharp retreat

THE US credit markets are optimistic they are to receive good news on inflation this week, and that this will underpin the current record low yields at the long end of the bond market.

A raft of statistics to be released this week will give the markets much more to chew on than last week, when a lack *of fresh economic data* and holiday-shortened working week meant trading lacked a firm direction.

On Tuesday the market brushed off the biggest one-day gain in 13 years in the widely watched Commodity Research Bureau Index of commodity prices, which is often regarded as a harbinger of inflation.

For the rise was due mainly to flooding in the Mississippi River valley, sending grain and other agricultural commodity prices rising sharply, which economists agreed would have little inflationary consequences.

In thin trading ahead of this week's inflation reports, the price on the benchmark 30-year long bond managed to make a little progress, with the yield ending on Friday night at around 6.64 per cent, down from 6.66 per cent a week earlier.

Wall Street is expecting the overall producer price index for June, which will be released on Tuesday, to be flat to slightly down, while the consumer price index, due out on Wednesday, is forecast to be flat overall, with a 0.1 per cent to 0.2 per cent rise in its core rate.

That would mean producer price inflation running roughly at a 2.8 per cent annual rate since the start of the year, with consumer price inflation at around 3 per cent – far below the worrying levels recorded in the first four months of 1993.

Nor are there any significant inflationary clouds on the horizon.

Retail sales figures for June, due out on Wednesday, are expected to show a modest 0.3 per cent rise, with consumers still nervous about an economic recovery which seems fragile and growing in fits and starts.

A summary of the May meeting of the Federal Reserve's policy-making Open Market Committee, released last Friday, confirmed reports that it voted on that occasion to lean towards raising interest rates if inflation did not slow down.

The committee met again last week and, while the outcome of its discussions will not be known for some six weeks, the recent inflation figures should have made it more sanguine, though probably not sufficiently so to eliminate its bias towards tightening.

With inflation fears in sharp retreat, international developments may help underpin the bond market's rally.

Ms Susan Hering, an analyst at Salomon Brothers, points out that a modest revival in the dollar should increase the attraction of assets denominated in the US currency, while last week's unexpectedly successful trade talks at the Tokyo G7 summit "should dampen fears that increased protectionism will trigger higher inflation".

In spite of the bond market's generally buoyant tone, it still has to overcome an important political hurdle – efforts by the House of Representatives and the Senate to reach a compromise on their different versions of President Clinton's deficit reduction package.

Expectations that *some* compromise package will pass into law have underlain the market's rally since the start of June.

Many on Wall Street expect the measures will act as a substantial brake on the economy, and thus on inflation.

A particularly gloomy forecast came last week from Mr Philip Braverman, chief economist at DKB Securities, who argues that there are early signs of the US relapsing into recession later this year or in the first half of 1994, and that the Clinton package will accentuate the trend.

Martin Dickson

DUTCH BONDS

Guilder's stability paves the way for 10-year yields

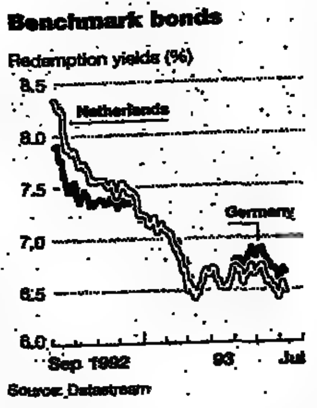
FOR the past 10 years or so the Dutch central bank has managed to maintain the guilder at virtual parity with the German currency. This policy has gained so much credibility with the money markets that the Dutch authorities barely have to lift a finger to get their currency back in line.

It is a situation that the Banque de France, forced to carry out large intervention at the start of the year when the franc was under heavy speculative pressure, and possibly facing the prospect again following the franc's slide last week, might envy.

It is a situation that has enabled the yield on 10-year benchmark Dutch bonds to be the only one within the European exchange rate mechanism to fall below the German equivalent for a sustained period.

Even after the enormous shifts of money back into Germany at the end of last week as international investors finally came to the conclusion that their pessimism over the outlook for the German economy might be overdone, the yield on Dutch government bonds of 10 years' maturity is still something like 10 basis points under the going rate in Germany.

The Netherlands has public borrowing requirement for this year of about Fl 42.4bn, a level which most analysts concede to be in the region *best* described as comfortable. The capital funding has gone so well that the Treasury announced at the beginning of June that it had raised Fl 34.4bn in the market and there would be no more borrowing in the capital markets until September.


Benchmark bonds

Redemption yields (%)

Source: Datastream

Many investors see the Netherlands as Germany without the burden of reunification. German inflation is running at 4.2 per cent compared with 2.1 per cent in the Netherlands.

However, the strong ties between the two countries are working to the disadvantage of the Netherlands. According to some Dutch economists, there is little likelihood of 10-year bond yields – one of the strongest indicators of long-term economic confidence – falling much further below that in Germany.

The Netherlands needs the market credibility that the link with Germany provides and, with 30 per cent of its exports going to Germany, it is inextricably tied to its neighbour.

Mr Arno Barens, European economist with F. Van Lanschot Bankiers, the Dutch commercial bank, believes: "The spread will reach parity by the end of the year; not so much because of the good performance of the German economy but more because of the close link between the two and the *arbitrage opportunities* that provides."

The Dutch central bank has been paring its short-term rates in order to maintain currency parity and although its floor rate, the official advances rate, is at 6.5 per cent against the German discount rate of 6.75 per cent, the "special advances rate", which is used as a fine tuning mechanism is only just below at 6.7 per cent.

As Ms Ellen van der Gulik of the new Dutch merchant bank Mees Pierson says: "The markets realise that if you push the guilder up too much the central bank will punish them. *Even if the whole ERM blew* up and Germany had to get out the Netherlands would still stay with it."

Peter John

FT/ISMA INTERNATIONAL BOND SERVICE

U.S. DOLLAR STRAIGHTS	Issued	Bid price	Chg on week	Yield
Abb Intl Fin 8⅞ 96	200	103¾		4.60
Abbey Natl Treasury 6½ 03	1000	100¼		6.46
ABN 9½ 94	200	105½		4.08
Aetna Life Cas 7⅞ 16	200	99¾	-⅛	7.81
AlbertaProvince 8⅝ 96	750	110¼	[illegible]	5.19
AlbertaProvince 9⅞ 95	600	110	[illegible]	4.86
American Express 0 00	400	62¼	[illegible]	6.62
American General 9¾ 95	100	109	[illegible]	4.86
American Intl 0 04	750	48		6.84
Amoco Canada 7¾ 02	250	108¼		6.28
Asfinag 7⅞ 02	200	107½	+⅛	6.22
Asian Dev Bank 0 04	1000	48¾		6.66
Asian Dev Bank 8 96	100	108⅜	+⅛	5.13
Australia 11 95	200	111½		4.49
Austria 7⅜ 97	200	108⅝		5.08
Austria 8½ 00	400	114⅞		5.79
Austria 9¼ 96	100	111⅝	[illegible]	4.69
Bank of Tokyo 8⅞ 96	100	107¾	[illegible]	5.19
Banque Paribas 7⅛ 96	100	105¼	[illegible]	5.08
Barclays Jersey 10⅞ 95	250	113⅛	[illegible]	4.78
BASF Fin Europe 7 98	200	105⅛	[illegible]	5.97
Bayer USA 8¼ 96	150	108⅜		5.32
Belgium 8 97	300	109½		5.03
Belgium 8¾ 96	400	113⅛		5.40
Belgium 9.20 10	500	122⅝	[illegible]	6.91
Belgium 9⅝ 98	250	117⅝	[illegible]	5.80
BFCE 7¾ 97	150	108⅞		5.13
BFCE 9¼ 95	150	110⅛	-⅛	4.57
BMW Leasing 7⅞ 96	200	108⅛		5.32
BNP 8⅝ 94	300	108⅛		3.93
Boots 9 97	175	111⅛	+⅛	5.39
BP America 9⅞ 98	250	118½		6.15
BPCA Finance 8⅞ 96	150	110⅞	-⅛	5.70
British Columbia 7¾ 02	500	108⅛		6.39
British Gas 0 21	1500	11⅛	+⅛	7.90
British Telecom Fin 8¾ 96	200	114¼	-⅛	5.89
British Telecom Fin 9⅞ 98	250	116½	-⅛	5.70
Caisse Francaise 6¼ 05	350	100¼		6.23
Caisse Nat Energie 11¼ 95	125	111	[illegible]	4.35
Canada 9 96	1000	110⅛	[illegible]	4.85
Canada 10 95	500	113⅛	[illegible]	4.46
Canadian Pacific 7½ 98	100	105⅛		6.48
Cariplo 8¼ 96	200	108⅝	-⅛	5.48
CCCE 8¾ 96	300	115⅜		5.76
CCCE 9¼ 95	300	107¾	[illegible]	4.24
Centrust Savings 0 10	1200	19¼	[illegible]	10.43
Chubu Elec Power 8¼ 96	300	111¼	[illegible]	5.89
Chugoku Elec Power 7 97	250	105⅛		5.39
Cia Naviera Perez 9 96	100	99⅛		9.52
Ciba-Geigy 6½ 97	200	105⅛	[illegible]	5.17
Coca-Cola Amatil 7⅝ 98	175	107⅝		6.15
Comp Bancaire 7⅝ 97	500	108⅞	[illegible]	5.60
Council Europe 8 98	100	108½		4.95
Credit Foncier 9¼ 96	200	110⅞		4.49
Credit Foncier 9½ 99	300	118⅛		5.61
Credit Local 8⅞ 98	250	113⅞		5.64
Credit Lyonnais 9 96	300	110⅝		5.03
Daimler-Benz NA 8 96	250	108⅛	-⅛	5.08
Denmark 0 98	250	75⅛		5.42
Denmark 5½ 97	500	101½		5.09
Denmark 6¾ 98	1000	101⅝		5.31
Denmark 8¼ 98	1571	108	-⅛	4.29
Deutsche Bk Fin 9½ 99	200	118⅛		6.04
DSL Bank 7½ 96	110	108⅛	-⅛	4.95
DSM 8½ 95	150	108⅛		5.23
Du Pont de Nemours 8½ 96	250	109⅛	[illegible]	4.99
ECSC 8¼ 96	193	109⅞	[illegible]	5.15
EEC 8¼ 96	100	108½	[illegible]	5.07
EIB 7¼ 96	250	107⅛	[illegible]	4.87
EIB 9¼ 97	1000	118⅝	[illegible]	5.28
EIB 9½ 99	200	118⅝	[illegible]	5.55
EIB 10 97	250	118⅝	[illegible]	5.09
Eksportfinans 0 94	350	95⅛	[illegible]	4.14
Eksportfinans 7⅞ 96	200	108⅛	[illegible]	5.17
Eksportfinans 8½ 95	200	106⅛	[illegible]	4.32
Elec Corp N Zealand 9½ 98	200	111⅞	[illegible]	5.19
Elec de France 9 98	200	114⅛		5.48
Elec de France 9½ 95	200	110½		4.42
Energie Beheer 9 95	300	109⅞		4.55
Ericsson LM 7⅞ 96	150	105½	-⅛	5.64
Euratom 7¾ 97	247	108⅛		4.15
Euro Cred Card Tst 9 94	325	105⅛	[illegible]	4.70
Euro Cred Card Tst 9½ 98	648	109⅛	[illegible]	5.17
Eurofima 9¼ 96	100	111		4.76
Ex-Im Bank Japan 6⅛ 00	400	105⅛		5.79
Ex-Im Bank Japan 8 02	800	111⅞	+⅛	6.21
Export Dev Corp 8⅝ 00	200	114⅞		5.95
Export Dev Corp 9½ 98	150	116½	[illegible]	5.63
Exxon Capital 0 04	1800	47⅞	[illegible]	6.70
Farm Cred Corp 7¾ 96	100	107⅞	[illegible]	4.97
Ferro del Stat 9⅛ 00	1000	115¼	[illegible]	7.41
Finland 6¾ 97	3000	104⅞		5.65
Finland 7⅞ 97	200	108¾	[illegible]	5.71
Finland 9 96	850	110⅞	[illegible]	5.05
Finnish Export 9⅜ 95	200	109⅞	[illegible]	4.72
Ford Capital 9¼ 97	250	113⅞	[illegible]	5.68
Ford Motor Credit 6¼ 98	1500	102¼	[illegible]	5.80
Fuji Heavy 8¾ 99	300	111⅞	[illegible]	6.40
GECO 7⅞ 97	150	108	[illegible]	5.15
Gen Elec Capital 9⅞ 96	300	112	[illegible]	4.85
Gen Elec Capital 9⅞ 94	200	107	[illegible]	4.17
General Mills 0 13	1000	19⅛	[illegible]	8.44
GMAC 9¼ 98	200	108¼	[illegible]	5.89
Guinness Finance 9 98	200	109⅝	[illegible]	4.79
Halifax 9⅜ 95	200	108⅛	[illegible]	4.39
Hoechst Invest 8¼ 97	100	108½	[illegible]	5.63
Hokuriku 6⅛ 97	200	102⅛		6.54
IBM Intl Fin 5⅝ 95	300	102	[illegible]	4.60
IMI Bank 8⅝ 94	500	104¾	[illegible]	4.14
Ind Bk Japan Fin 7⅞ 97	200	107⅞		5.49
Inter Amer Dev 7⅞ 96	200	107⅛	[illegible]	4.92
Inter Amer Dev 9½ 00	300	119⅝	[illegible]	5.89
Intl Finance 8¾ 96	200	110⅛	[illegible]	4.82
Intl Finance 9¼ 95	300	108⅝	[illegible]	4.37
Ireland 9½ 00	250	117⅞	[illegible]	6.17
Italy 8½ 94	1500	105⅛	[illegible]	4.13
Italy 9⅝ 97	1500	112⅞	[illegible]	5.49
Italy 9⅝ 98	2000	117	[illegible]	5.97
Japan Dev Bk 6⅞ 99	300	105⅛		5.77
Japan Dev Bk 8⅜ 01	500	114⅞	+⅛	5.98
Japan Fin Corp 9⅞ 96	150	112⅝		4.63
Japan Highway 5⅞ 00	200	100⅞		5.71
Japan Highway 6⅞ 01	200	116⅝		6.07
Kansai Elec Pwr 10 98	350	112⅝	[illegible]	4.92
Kansai Intl Airport 9 96	150	112	[illegible]	4.96
Kansallis-Osake 8½ 95	200	105⅝	[illegible]	5.29
KfW Intl Finance 9 94	300	106⅛	[illegible]	3.60
Kobe 8⅞ 99	150	116⅛		5.80
Liberty Mutual 8½ 96	150	107⅛	[illegible]	5.80
Lincoln National 9¾ 95	100	109	[illegible]	5.42
LKB Baden-Wuertt 5⅛ 98	500	100½		5.26
LTCB Fin 8 97	200	108⅞	[illegible]	5.61
Manitoba 7½ 98	150	105½	[illegible]	5.37
Marks Spencer 8¼ 96	150	108⅛	[illegible]	4.88
Matsushita Elec 7¼ 02	1000	105⅞		6.51
Metlife Funding 7⅞ 96	150	107⅛	[illegible]	5.28
Mitsubishi Estate 8⅝ 01	200	112⅞	[illegible]	6.57
Mobil Australia 8 94	200	103⅞	[illegible]	4.25
Mony Funding 8¼ 96	150	101⅞	+1⅛	7.65
Nacional Fin 10 98	125	107⅞		8.94
Nestle 6⅛ 97	200	103¼		4.95
New Zealand 8 97	150	108⅞		5.37
New Zealand 9 94	850	105⅞		3.85
Nippon Cred Bk 10⅜ 95	150	109⅞	[illegible]	5.05
Nippon Tel Tel 9⅞ 96	200	107⅛	[illegible]	4.45
Nomura Intl 9⅞ 95	150	107⅛	[illegible]	4.93
Nordic Inv Bank 0 94	150	95⅞		4.12
Norinchukin Bank 8⅝ 97	200	109¼	[illegible]	5.82
Norway 7 98	1000	106⅛	[illegible]	4.98
Norway 7¼ 97	1000	107		5.15
Ontario 7⅞ 03	3000	106⅛		6.57
Ontario 7⅞ 02	2000	108⅛		6.60
Ontario 8½ 01	600	112¼		6.41
Osaka Gas 5¾ 98	250	100⅞		5.57
Oslo 7⅞ 97	150	108	[illegible]	5.34
Oster Kontrollbank 8½ 01	200	114⅞	[illegible]	6.01
Oster Kontrollbank 9 95	200	109⅛	[illegible]	4.42
Petro-Canada 7¼ 96	200	105⅛	[illegible]	5.07
Petrobras 10 96	200	98		11.86
Philip Morris 9⅞ 98	200	104⅛	-⅛	8.86
Procter Gamble 9½ 98	200	115	-⅛	5.68
Prudential Fin 8¼ 01	300	111		6.49
Prudential Rlty Secs 0 98	385	73¼	+⅛	6.90
Quebec Hydro 9 01	300	114⅞		6.54
Quebec Hydro 9¾ 98	150	116¼		6.02
Quebec Prov 9 98	200	112⅞	[illegible]	5.92
Queensland Govt 10¼ 95	100	110⅛	[illegible]	4.74
Ralston Purina 11¾ 95	150	111	[illegible]	5.20
Reed Publishing 9⅞ 97	150	114¼	-⅛	5.55
Sainsbury 9⅛ 96	150	110⅝		5.44
Sandoz o/s Fin 6⅞ 00	300	108⅛		5.79
SAS 10 99	200	113⅛	-⅛	7.08
SAS 10⅛ 95	150	109⅝		5.66
SBAB 9½ 95	500	108⅝	-⅛	4.62
SBC Finance 7¼ 96	200	107⅞	-⅛	4.99
Sears Euro Trust 8¾ 98	750	108⅞		5.95
Sears o/s Fin Zero 0 98	600	73⅛	+⅛	6.45
Sears Roebuck Euro 9¾ 95	500	108¼	-⅛	4.75
Skandinaviska Ensk 7⅞ 97	500	108		5.90
SNCF 9½ 98	150	117		5.53
Spain 6½ 99	1500	103⅛		5.81
State Bk NSW 8½ 98	200	109	-⅛	5.18
Sweden 5½ 95	2000	102⅛		4.53
Sweden 6½ 03	2000	101⅞		6.39
Sweden 9¼ 98	350	115⅛		5.45
Swedish Export 8¾ 96	700	108⅛	-⅛	4.88
Thyssen Finance 7⅞ 98	200	105⅛		6.45
Tohoku Elec Power 7¾ 97	300	108⅛		5.31
Tokai Asia 11½ 95	100	111	[illegible]	5.23
Tokyo Elec Power 8¾ 96	300	110⅛	[illegible]	4.94
Tokyo Metropolis 8¼ 96	300	109⅞		4.94
Tokyo Metropolis 9¾ 94	200	108	-⅛	3.59
Toyota Motor 5⅞ 98	1500	100¾	[illegible]	5.48
Toyota Motor 6⅞ 97	1000	105⅛	[illegible]	5.25
Toyota Motor Cred 8½ 94	300	104⅛	[illegible]	3.99
UBS Fin 9⅛ 02	225	117⅛		6.42
Unilever Cap Corp 9⅞ 00	400	117⅞		6.94
United Kingdom 7¼ 02	3000	107⅞	+⅛	6.15
Uruguay 8¾ 95	100	103		6.89
Venezuela 9¾ 96	150	108⅛	-⅛	6.47
Victorian Pub Auth 8⅞ 98	100	109		6.32
Warner-Lambert 8⅛ 96	100	107⅛	[illegible]	5.11
World Bank 8⅛ 01	1500	114⅛	[illegible]	5.99
World Bank 8⅞ 99	1500	114½	[illegible]	5.86
World Bank 8¾ 97	1500	112⅞	[illegible]	4.94
Xerox Corpn 8⅞ 96	100	107⅞	[illegible]	5.70
Yokohama 8 01	200	112	+⅛	6.12

FLOATING RATE NOTES	Issued	Bid price	Chg on week	C.cpn
Alaska Housing 0.10 01	125	99.81		3.6625
Alliance Leics 0.08 94 £	300	99.88	+0.02	6.2675
Alliance Leics 0.10 95 £	150	99.84		6.1387
American Express Bk ⅛ 99	200	98.09		3.3750
Anglia ⅛ 98 £	100	99.97	-0.01	6.1875
ANZ Banking Perp 0.15	300	78.30	-0.10	3.4625
Austria -0.15 05 DM	700	98.11		7.3187
Banco Roma 0 99	200	99.38	+0.01	3.3438
Bank New York ⅛ 97	200	99.77		3.2500
Bank of Greece ⅜ 99	250	97.81		3.8250
Bank of Montreal 0.06 98	250	97.63	-0.01	3.4875
BankAmerica ⅜ 95	500	100.08	+0.01	3.7812
Banque Indosuez ¼ 97	125	99.69		3.6250
Barclays o/s Inv ⅛ 04	350	100.01	+0.07	6.0000
Bayer Vereinsbk -⅛ 02	500	101.16	-0.03	6.0000
BBL Intl 0.05 01	500	94.38		3.4875
BCI 0.15 98	300	98.07	+0.03	3.5875
Belgium 0 94	200	99.87	-0.01	3.1875
Belgium 0 96	400	99.83		3.3125
Belgium 0 00 Ecu	300	99.00	+0.01	8.5625
Belgium ⅛ 97 DM	500	100.04		8.0000
BFCE -0.02 96	350	99.74	-0.01	3.2500
Bilbao Intl 0.04 01	150	98.31	-0.01	3.4525
Birmingham Mid ⅛ 98 £	150	99.90	+0.01	6.0625
BNP ⅛ 95	400	101.53	-0.06	5.2500
Bradford Bingley ⅛ 98 £	100	99.46	+0.03	6.0625
Bristol West ⅛ 94 £	150	99.73	+0.01	6.0625
Britannia 0.10 98 £	150	99.45	+0.02	6.2250
Cariplo ¼ 99	150	98.30	-0.02	3.6875
CCCE 0 06 Ecu	300	98.92		7.4844
Chase Manhattan ⅛ 09	400	97.35	+0.11	5.2500
Chase Manhattan ⅛ 00	250	99.28	+0.02	6.0000
Citicorp 0.20 98	500	99.51		5.0000
Citizens Fed 0.15 96	100	99.57		5.0000
Comm Bk Australia perp 0.15	300	99.18		3.6500
Credlop 0 97 RL	200000	102.35	+0.20	12.7500
Credit du Nord ⅛ 97	100	99.33		5.2500
Credit Foncier -⅛ 98	300	100.38		5.0000
Credit Lyonnais ⅛ 99	280	100.38	-0.01	5.2500
Denmark -⅛ 96	1000	99.38	+0.04	3.0625
Dresdner Finance ⅛ 98 DM	1000	99.85		7.8438
EIB -⅛ 01 Ecu	400	99.55		9.3828
Elec de France ⅛ 99	400	101.88	+0.12	5.2500
Ferro del Stat ⅛ 97	420	99.11	+0.02	3.2875
Finland 0 97	1000	99.34	+0.06	3.4375
First Chicago ⅛ 96	125	98.56	+0.07	3.5000
Fleet Financial 0.10 98	100	95.76	+0.01	3.4125
Fuji Bank 0.35 00	700	97.84	+0.01	3.6016
Gracechurch Mort ½ 19 £	175	99.82	+0.01	6.2625
Halifax BS ⅛ 95 £	350	99.90		6.1250
Halifax B 0.08 96 £	150	99.88		6.0175
Hessische Landesbk 0 96	100	99.25		3.3125
HK Shanghai perp ¼	400	81.32	-0.70	5.0000
ICO 0.05 97	450	99.85		3.5500
Investors Ind ⅛ 94 £	125	99.78		6.0625
Ireland 0 98	300	99.62	+0.02	3.4400
Italy 0 00	500	99.94		3.4375
Italy B 0 05 Ecu	1000	94.44	+0.28	8.3438
KB Finns 0.15 11	150	96.59		5.0000
Korea Dev Bank ⅛ 97	200	99.45	+0.01	3.5625
Leeds Permanent ⅛ 96 £	200	99.82		6.0000
Lloyds Bank Perp S 0.10	600	78.35	-0.03	3.3710
Lufthansa Int Fin 0 00 DM	1200	94.04	+0.02	7.6250
Malaysia ⅛ 05	650	99.74	+0.05	5.2500
Mellon Bank ⅛ 98	250	99.50	+0.01	5.2500
Midland Intl Fin ⅛ 99	200	99.89	-0.01	5.0000
Mitsui Taiyo Asia 0.40 00	1200	97.95		3.6516
Morgan JP 0.05 97	200	100.07		5.2500
Mort Fund A 0.70 35 £	100	99.85		6.5375
Nat Bk Canada ⅛ 96	200	98.70	+0.01	3.6406
Nat West Fin ⅛ 05	400	94.21	+0.13	3.3750
Nat West perp C ⅛	500	79.63	+0.07	3.4375
Nationwide 0.08 98 £	300	99.43	+0.01	6.1425
Natl Provincial ⅛ 96 £	200	99.75		6.1250
New Zealand ⅛ 98	250	100.04	+0.01	3.4380
Northern Rock ⅛ 95 £	100	99.98		6.1875
Oster Kontrollbk -0.15 98 DM	300	99.61	+0.01	7.0913
Quebec Hydro 0 02	200	98.37		4.7500
Quebec Prov 0 01	300	95.61	+0.01	3.1875
Renfe 0 98	500	99.13		3.1250
Royal Bk Canada ⅛ 05	350	92.72		3.2500
Skandinaviska Ensk 0 98 DM	400	98.82	-0.01	7.6250
Societe Generale 0 98	300	99.37		3.2500
Staatsbk Berlin 0.05 94 DM	4000	100.07		7.6100
Stars A ½ 29 £	475	99.53		6.3500
State Bk NSW ⅛ 98	250			3.5938
State Bk Victoria 0.05 99	125	99.11	+0.01	3.5800
Sumitomo Bk Intl Fin ¼ 00	700	98.22	+0.16	3.4375
Swedbank ¼ 98	250	99.77	-0.01	3.5625
Sweden 0 98	1500	99.61	+0.02	3.3125
Town Country 0.10 94 £	125	99.91		6.1000
Union Bk Finland 0 00 DM	300	98.72	+0.05	7.4688
United Kingdom -⅛ 96	4000	99.84	+0.04	3.1250
Wells Fargo ⅛ 97	250	99.19		5.2500
Woodside Fin 0 97	300	100.10		5.2500
Woolwich Equitable ⅛ 95 £	150	99.80		6.2250

CONVERTIBLE BONDS	Issued	Bid price	Chg on week	Prem
Browning-Ferris 6¾ 05	400	99¼		+95.70
Chubb Capital 6 98	250	116⅞	-⅛	+12.78
Eastman Kodak 6⅜ 01	300	108		+4.80
Gold Kalgoorlie 7½ 00	65	116⅛	+4	+29.42
Hanson 9½ 06 £	500	112½	+1⅝	+26.15
Hawley Pref 6 02	400	130¼	+⅜	
Land Secs 6¾ 02 £	84	100½	+⅝	+16.24
Lasmo 7¾ 05 £	90	86⅛		
Mitsui Bank 2⅝ 03	200	96⅝	-1¼	+15.11
Mount Isa Fin 6½ 97	100	100⅝	+⅛	+70.80
Ogden 6 02	85	94½	+⅜	+38.05
Pioneer Concrete A 9½ 98 A$	175	102½		+59.71
Rockefeller Center 0 00	852	40⅝		+21.66
Smith Nephew 4 02 £	90	131¾	-⅜	+63.82
Sumitomo Bank 3⅛ 04	300	96¼	+⅜	+26.57
Sun Alliance 7¼ 08 £	155	108⅛	+1¼	+17.08
Tarmac Finance 9½ 06 £	106	98⅝	+⅛	
Tesco Capital 9 05 £	200	115½	-1¾	+39.38
Texas Instruments 2¾ 02	300	101⅝		+22.65
Thorn EMI 5¾ 04 £	103	130⅞	-⅛	+3.03

DEUTSCHE MARK STRAIGHTS	Issued	Bid price	Chg on week	Yield
Austria 5⅞ 97	500	98¼	+⅞	6.25
Belgium 7¾ 02	500	104⅝		7.01
Credit Foncier 7¼ 03	2000	102⅞		6.84
Denmark 6⅛ 98	2000	99	+1	6.37
Deutsche Finance 7½ 95	1000	101⅞	+½	6.49
ECSC 8⅜ 96	720	105½	+¼	6.44
EEC 6½ 00	2900	99⅞	+⅜	6.52
EIB 7½ 99	400	104⅝	+⅛	6.58
Finland 7½ 00	3000	103⅛	+1⅛	6.88
Ireland 7¾ 02	500	104⅞	+¼	7.06
Italy 7¼ 98	5000	102½	+1	6.59
KfW Intl Finance 7¼ 97	1500	103⅛	+⅛	6.40
Spain 7¼ 03	4000	102⅞	+1⅛	6.83
Sweden 8 97	2500	105⅛	+⅞	6.52
Tokyo Elec Power 7⅞ 02	1000	105	+1¼	6.87
United Kingdom 7⅛ 97	5500	102⅝	+⅛	6.39
World Bank 0 15	2000	22⅞	+⅜	6.79
World Bank 5¼ 98	300	99⅝	+¼	5.89
World Bank 8¾ 00	1250	111¾	+¾	6.54

SWISS FRANC STRAIGHTS	Issued	Bid price	Chg on week	Yield
Asian Dev Bank 6 10	100	107½		5.32
Council Europe 4¼ 98	250	101½		4.38
EIB 6¾ 04	300	112		5.30
Elec de France 7¼ 06	100	114½		5.60
Finland 7¼ 99	300	111½	-¼	5.05
General Motors 7½ 95	100	103	+½	5.82
Hyundai Motor Fin 8½ 97	100	109		5.90
Iceland 7⅞ 00	100	111½	+¼	5.61
Kobe 6⅝ 01	240	109⅛	+¼	4.95
New Zealand 4⅞ 99	200	100⅞	+¼	4.71
Ontario 6¼ 03	400	107	+¼	5.29
Quebec Hydro 5 08	100	98	+¼	5.40
SNCF 7 04	450	118¼	-¼	5.17
World Bank 5 03	150	101⅞	+½	4.79
World Bank 7 01	600	111⅞	+⅛	5.10

YEN STRAIGHTS	Issued	Bid price	Chg on week	Yield
African Dev Bk 4⅞ 97	40000	101¼		4.42
Asian Dev Bank 6 03	60000	101⅝	+¼	4.79
Austria 5 01	75000	101⅝	+¼	4.73
Belgium 5 99	75000	101⅝	+¼	4.67
Credit Local 7 96	30000	108⅞		3.76
Denmark 7 95	40000	105½		3.64
EIB 6⅝ 00	100000	110¾	+⅛	4.71
EIB 6⅞ 01	50000	112⅛		4.86
Elec de France 6⅝ 98	20000	104⅛	+⅛	4.05
Finland 6¾ 98	50000	108⅝	+⅛	4.11
Inter Amer Dev 7¼ 00	30000	114⅝	+⅛	4.76
Japan Dev Bk 5 99	100000	103	+⅛	4.43
Japan Dev Bk 6½ 01	120000	111½	+⅛	4.77
KfW Intl Fin 6¼ 94	25000	103⅛		3.57
Nippon Tel Tel 5⅞ 96	50000	105½	+⅛	3.59
Norway 5⅛ 95	60000	102½		3.60
Ontario 6¼ 98	60000	105⅞		4.26
Oster Kontrollbank 6½ 98	50000	108⅛	+⅛	4.34
Portugal 4⅞ 98	75000	100⅝	+⅛	4.71
SNCF 6¾ 00	30000	111⅛	+⅛	4.73
Spain 5⅜ 02	125000	104⅛	+⅛	5.06
Sweden 5⅞ 95	20000	103⅛	+⅛	3.82
Tokyo Elec Power 6 98	70000	108⅛		3.97
World Bank 6⅞ 00	60000	111⅝	+⅛	4.68
World Bank 7¼ 96	45000	108½		3.46

LUXFR STRAIGHTS	Issued	Bid price	Chg on week	Yield
Arbed 7½ 98	600	99⅛		7.71
ECSC 7¾ 94	1000	100⅛		7.60
Gentinance Lux 9⅞ 99	1000	107⅛		7.81
World Bank 8 98	1000	101½		7.37

GUILDER STRAIGHTS	Issued	Bid price	Chg on week	Yield
Bank Voor Ned Gem 7⅞ 02	1000	104⅞		6.90
EIB 8⅞ 01	300	113⅝		6.67
Energie Beheer 8¼ 98	500	110⅛		6.44

CANADIAN DOLLAR STRAIGHTS	Issued	Bid price	Chg on week	Yield
AlbertaProvince 10⅝ 96	500	109	+⅛	6.70
Bell Canada 10⅝ 99	150	112¼	+⅛	7.96
British Columbia 10 96	500	108⅞	+½	6.72
EIB 10⅛ 98	130	111⅞	+⅛	7.16
Elec de France 9¾ 99	275	110½	+⅛	7.49
Ford Credit Canada 10 94	100	103⅝	+⅛	6.42
Gen Elec Capital 10 96	300	107⅞	+⅛	6.92
KfW Int Fin 10 01	400	111⅞	+⅛	7.86
Nippon Tel Tel 10¼ 99	200	112	+⅛	7.78
Ontario Hydro 10⅞ 99	600	114⅛	+¼	7.71
Oster Kontrollbank 10¼ 99	150	112⅝	+⅛	7.67
Quebec Prov 10½ 98	200	112¼	+⅞	7.82

ECU STRAIGHTS	Issued	Bid price	Chg on week	Yield
All Nippon Airways 9 96	130	101½	-⅛	8.05
Belgium 9⅛ 96	1250	105⅝	-⅛	6.74
BFCE 9 99	100	105⅛	+⅛	7.88
British Telecom Fin 8½ 94	150	100⅞	-⅛	7.78
CNA 7⅞ 95	120	100	+⅛	7.39
CNA 8⅞ 99	150	106	+⅛	7.65
Council Europe 9 01	1100	109⅝	-⅛	7.44
Credit Foncier 8⅞ 04	1000	105¼		7.44
Credit Local 9 96	100	103½	-⅛	7.13
Credit Lyonnais 9 96	125	104⅛	-⅛	7.27
Creditanstalt 8⅞ 94	88	101⅛	-⅛	7.34
Deutsche Bk Fin 8⅝ 94	200	101	-⅛	7.60
ESRO 8⅞ 96	550	106	-⅛	6.74
ECSC 8 97	141	101⅛	-⅛	7.62
EEC 9¼ 98	1120	109⅛	-⅛	6.89
EIB 10 97	1125	109⅝	-⅛	6.86
Elec de France 8⅞ 99	200	106½		7.26
Euratom 7⅞ 95	100	101⅝	-⅛	6.76
Eurofima 7⅞ 95	165	101	-⅛	6.95
Ex-Im Bank Japan 10⅝ 95	200	107⅛	-⅛	7.09
Fed BSNS Dev Bk 9 94	100	101⅞	-⅛	7.44
Ferro del Stat 10⅛ 98	500	109⅞	-⅛	7.44
Finland 10¼ 95	250	108		7.21
Italy 10¾ 00	1000	115½	-⅛	7.71
Japan Dev Bk 8⅝ 97	200	105⅛	-⅛	7.13
Japan Highway 9⅛ 96	150	103⅞	-⅛	7.62
New Zealand 10⅜ 97	300	111⅝	-⅛	7.15
Nordic Inv Bank 9⅞ 98	300	106⅛	-⅛	7.12
Norway 9 96	1000	105⅞	-⅛	6.75
Oster Kontrollbank 8⅝ 94	100	101	-¼	7.63
SNCF 9 99	175	107⅛	+⅛	7.46
Spain 9 96	1000	105½	-⅛	6.81
Swedish Export 9¼ 94	300	102⅝	-⅛	7.70
United Kingdom 9⅛ 01	2750	110¾	-⅛	7.22
World Bank 7½ 94	150	99¾	-⅛	7.76

AUSTRALIAN DOLLAR STRAIGHTS	Issued	Bid price	Chg on week	Yield
AIDC 10 99	100	112⅛	+⅞	7.36
BP America 12¼ 96	100	113	+⅛	6.71
Comm Bk Australia 13¼ 99	100	130⅝	+⅛	7.44
Eksportfinans 12⅞ 95	75	110⅝	+¼	6.24
McDonalds Canada 15 95	100	115⅝	+⅛	6.31
NSW Treasury Zero 0 20	1000	11¾	+⅛	8.14
R & I Bank 7¾ 03	125	99½	+⅛	7.82
Sth Aust Govt Fin 9 02	150	106⅞	+1	7.91
Unilever Australia 12 98	150	119⅛	+⅛	7.09

STERLING STRAIGHTS	Issued	Bid price	Chg on week	Yield
Abbey Natl Treas 13⅜ 95	100	110⅝		6.27
Alliance Leics 11⅞ 97	100	112⅞	+⅛	7.38
Asfinag 12 98	100	112¼	+⅛	8.82
Asian Dev Bank 9½ 97	50	108¼	+⅛	7.05
British Gas 12¾ 95	300	109½		6.24
British Land 12½ 16	150	124½	+⅛	10.08
CNT 10 97	70	108⅛	+½	7.15
Daimler-Benz UK 10¾ 98	100	109⅝	+⅛	6.91
EIB 10 97	637	109¾	+⅛	6.80
Halifax 10⅜ 97	100	110	+⅛	7.14
Hanson 10⅛ 97	500	109⅛	+½	7.71
HSBC Holdings 11.69 02	153	116½	+⅝	8.95
Italy 10½ 14	400	112½	+½	9.13
Land Secs 9½ 07	200	102⅞		9.13
Nationwide Anglia 13½ 00	125	122⅞	+⅛	9.08
Ontario 11⅛ 01	100	118½	+⅛	8.17
Powergen 8⅞ 03	250	104⅞	+⅛	8.18
Severn Trent 11½ 99	150	116	+⅛	8.04
Tokyo Elec Power 11 01	150	117	+⅛	8.01
World Bank 11¼ 95	100	108⅞		6.29

NEW ZEALAND DOLLAR STRAIGHTS	Issued	Bid price	Chg on week	Yield
Abbey National 0 96	100	79⅛	+⅛	7.50
TCNZ Fin 9¼ 02	75	111⅛	+½	7.60

FRENCH FRANC STRAIGHTS	Issued	Bid price	Chg on week	Yield
CEPME 10 95	2000	108⅛	-⅛	6.45
Elec de France 8¾ 22	3000	109⅞	-1	7.87
SNCF 9¼ 97	4000	108⅞	-¼	6.50

EQUITY WARRANTS	Expiry Date	Bid price	Chg on week	Prem
Asahi Glass	25/05/98	18⅝	+⅞	22.94
Canon	24/05/95	97½	+⅛	21.01
Dowa Mining	18/03/97	19⅛	+⅞	9.60
Hankyu Dept Stores	14/03/96	7½	-1	31.25
Hino Motors	06/07/94	⅝	+⅛	69.32
Kobe Steel	12/06/98	3¼	+¼	66.44
Mitsui Toatsu Chem	30/01/98	3½		
Morinaga	19/06/95	10¼	-⅛	16.90
Nichirei Corp	11/06/98	19⅛	+½	22.73
Nippon Comsys	31/01/95	12⅝	+1½	23.14
Nisshin Steel	18/04/96	3¾	+⅛	68.19
Okura	30/01/96	7¼	+1¼	25.59
Royal Hotel	14/03/96	1½	+⅛	89.82
SMC	25/07/95	4¾		73.83
Takashimaya	02/07/96	7⅝	-½	27.84
Toyo Sash	05/06/97	7⅞	+¼	85.62

STRAIGHT BONDS: Yield to redemption of the bid-price. Amount issued is expressed in millions of currency units.
FLOATING RATE NOTES: US dollars unless indicated. Margin above six-month offered rate for US dollars. C.cpn=current coupon.
CONVERTIBLE BONDS: US Dollars unless indicated. Prem=percentage premium of the current effective price of buying shares via the bond over the most recent share price.
WARRANTS: Equity warrant prem=exercise premium over current share price. Bond warrant ex yld=exercise yield at current warrant price.

Closing prices on July 9

Data supplied by International Securities Market Association.

INTERNATIONAL BONDS

Swiss tranquillity disturbed by a quiet revolution

AMONG European bond markets, few have escaped bouts of currency-related or politically inspired turbulence over the past year. However, unlike members of the European exchange rate mechanism, Switzerland's tranquillity has been disturbed by a quieter revolution taking place in the Swiss franc bond market.

In recent months, the changes which have taken place in this corner of Europe – regulations governing the market and the issuance of larger, more liquid issues – appear to be creating a more enticing market for borrowers of a sovereign and supranational nature. At the same time, a change in the economic background has made make it more likely to encourage investors to buy bonds and for borrowers to launch longer-dated issues.

A recent report by Ms Caroline Shah, an analyst at Standard & Poor's, the international credit rating agency, points out that the volume of bond issuance in the Swiss franc bond market has dwindled in recent years, as the market was "hampered by slow liberalisation" and left behind as other countries liberalised their currency markets.

According to figures provided by Euromoney Bondware, the volume of public and private Swiss franc bonds for foreign issuers declined from a total of SFr32.7bn in 1990, to SFr 29.9bn in 1991 and SFr27.8bn in 1992. Yet in the first six months of 1993, the volume of new issues has topped SFr18.5bn, suggesting the market could be set to exceed the previous year's volume. But as Ms Shah says, "recent moves have begun to reverse that trend and... may pave the way for the development of a Swiss franc Euromarket". She points out that the Swiss franc market may have benefited from the sporadic bursts of turbulence in the European exchange rate mechanism.

The following four recent changes should help to lift the growth of the Swiss franc market:

- the abolition of stamp duty on the issue of Swiss franc bonds by non-Swiss issuers
- the abolition of stamp duty on inter-professional trading of foreign bonds, which had aggravated the illiquidity in the Swiss franc market
- the relaxing of syndication requirements, so that banks which are not domiciled in Switzerland are able to syndicate Swiss franc bonds issued by foreign borrowers
- new issue commissions and associated fees for borrowers have been reduced and are more evenly distributed.

According to S&P, the relaxation of the stamp duty on foreign issues should tempt more Swiss franc bond issues from foreign borrowers while the new syndication rules should help broaden the investor base outside Switzerland.

Yet, the pace of change could be slow. A bond analyst at Pictet, the Swiss investment house, says: "The liberalisations are bearing fruit... but it remains a small capital market with very few benchmark issues."

Some borrowers are taking note of the changing environment. Last month the Republic of Austria established the benchmark bond in the Swiss franc market with the launch of its SFr1bn bond due February 2000. The Kingdom of Sweden also tapped the market last month with a SFr500m 10-year issue, its first foray in this market since 1988.

Austria's issue is particularly significant given that one of the most frequent complaints about the Swiss franc market is its poor liquidity. The market is dominated by Swiss retail investors who, once they have bought the bonds, tend to hold them to maturity. Small issues of about SFr100-SFr150m are placed and the liquidity dries up, forcing banks to quote wide bid-offer spreads thereafter.

Mr Ruedi Zehnder, head of primary markets at Credit Suisse expects Swiss retail investor appetite for bonds to pick up now that inflation is coming down and short-term interest rates are declining. The Swiss bond yield curve has been inverse for the last three years, so while investors could obtain high returns on bank deposit accounts, there was less incentive to buy lower-yielding bonds. However, with the fall in short-term rates, the curve has flattened out, and that appears to be triggering investor interest in the longer end of the curve.

Another positive factor according to one Swiss banker, is the likelihood that there will be some early redemptions of bonds with relatively high coupons this year, which should create investor demand for Swiss franc bonds.

For borrowers, Swiss interest rates appear relatively low by European standards, and some borrowers have been able to take advantage of attractive swap rates.

However, Mr Zehnder is less optimistic about the investor base: "There is not a broad demand from outside Switzerland... we are changing but not as quickly as people thought we would change."

Sara Webb

NEW INTERNATIONAL BOND ISSUES

Borrower	Amount m.	Maturity	Coupon %	Price	Yield %	Launch spread bp	Book runner
US DOLLARS							
Seino Transportation Co.(b)ϕ	480	Jul.1997	1.375	100	-	-	Nomura International
NGK Insulators(d)ϕ	300	Jul.1997	1.375	100	-	-	Nikko Europe
Kingdom of Denmark	250	Aug.1997	4.75	99.59R	4.885	+20 (e)	Nikko Europe
Bacardi-Martini Finance	200	Jul.1998	5.75	99.56R	5.854	+80 (5¼%-98)	JP Morgan Securities
Sumitomo Cement Co.(d)ϕ	200	Jul.1997	1.375	100	-	-	Nomura International
Ssangyong Oil Refining(f)§	150	Dec.2008	3.75	100	-	-	Paribas Capital Markets
Banco Pactual	60	Jan.1996	9.25#	99.63R	9.420	+580 (e)	ING Bank
Crédit Lyonnais(g)‡	1bn	Jul.1996	(g)	99.65R	-	-	C.Lyon./G.Sachs/Lehman
Japan Airlines Co.	250	Jul.2003	6.625	99.315R	6.721	+88 (6¼%-03)	CSFB
Republic of Argentina	150	Aug.1996	8.875#	99.98R	8.890	+255 (4¼%-96)	Chase/ Lehman Brothers
Republic of Argentina	100	Aug.2000	8.25#	99.7385R	8.300	+286 (5½%-00)	Chase/ Lehman Brothers
Mitsubishi Oil Co.(h)ϕ	200	Jul.1997	1.375	100	-	-	Nikko Europe
State Bk.of New Sth.Wales(i)‡	152.12	Feb.2008	(i)	99.1R	-	-	Morgan Stanley Intl.
Grupo IRSA	150	Jul.1998	8.375#	99.497R	8.500	+344½(5⅛%-98)	Goldman Sachs Intl.
Crédit Lyonnais(q,g)‡	250	Jul.1998	(g)	99.7R	-	-	C.Lyon./G.Sachs/Lehman
Aracruz Celulose(w)	80	Jul.1998	9#	100R	8.791	+450 (4⅝%-98)	CSFB
D-MARKS							
Arbed(a)§	192.5	Jul.2003	2.5	72.724	-	-	Merrill Lynch Bank
Lynx, Ireland(c)	100	Aug.2003	zero	100	-	-	Trinkaus & Burkhardt
Altana Finance, Netherlands	100	Aug.2000	7.125	101.5	6.848	-	Dresdner Bank
STERLING							
Ladbroke Group	125	Aug.2003	8.875	99.083R	9.018	+127 (8%-03)	Barclays de Zoete Wedd
National Bank of Hungary	100	Aug.2003	10	97.66R	10.387	+260 (8%-03)	JP Morgan Securities
Forte‡	70	Jul.1996	(x)	(x)	-	-	Merrill Lynch Intl.
FRENCH FRANCS							
Kansai Electric Power Co.	2.5bn	Aug.2003	7	99.79R	7.030	+28 (6¾%-03)	Banque Paribas
Renault	1.5bn	Aug.2002	7.25	99.295R	7.360	+65 (8½%-02)	Société Générale
Bank of Greece	1bn	Aug.1998	7.5	99.255R	7.680	+140 (9½%-98)	BNP/ Crédit Lyonnais
Soc. Gén. Acceptance(r)	500	Aug.2001	5.16	99.5R	6.261	-37 (9½%-01)	Société Générale
Soc. Nationale Elf Aquitaine	1bn	Aug.2003	7.125	99.48R	7.200	+39 (6¾%-03)	CCF
YEN							
Mitsubishi Oil Co.(h,j)§	30bn	Sep.2000	2#	100	-	-	Yamaichi Intl.(Europe)
Hankyu Dept. Stores(b,k)§	15bn	Sep.2000	(k)#	100	-	-	Daiwa Europe
Takara Standard Co.(d,l)§	10bn	Mar.1998	1.625	100	-	-	Nikko Europe
CANADIAN DOLLARS							
Province of Ontario(s)	1.25bn	Dec.2003	7.75#	98.125R	8.02	+70 (7½%-03)	Merrill Lynch Intl.(s)
Kingdom of Denmark	200	Jul.1997	6.625	99.48R	6.778	+40 (6½%-96)	Kidder Peabody Intl.
SQAE	125	Aug.2003	8.125	98.894R	8.292	+80 (7¼%-03)	ScotiaMcLeod
GUILDERS							
Fokker(n)§	334	Jul.1998	4#	100	-	-	MeesPierson/ UBS
INV(o)	200	Aug.1998	6.25	99.9R	6.274	+22.6(6¾%-98)	ING Bank
Commerzbank O'seas Finance	250	Aug.1998	6.25	100.1R	6.226	+23 (6½%-98)	Rabobank Nederland
ITALIAN LIRA							
Osterreichische Kontrollbank	250bn	Aug.2003	9.5	101.825	9.244	-	Paribas Capital Markets
Kingdom of Sweden	250bn	Aug.2003	9.75	99.375R	9.851	-	Deutsche Bank London
ABB Intl. Finance, Neths.	250bn	Aug.2003	10	101.25	9.796	-	San Paolo, Turin
Benetton Intl, Neths.(m)ϕ	200bn	Jul.1998	(m)	100	-	-	Swiss Bank Corp.
Osterreichische Postsparkasse	150bn	Aug.2003	9.55	101.875	9.255	-	BCI
DSL Bank	150bn	Aug.1998	9.25	101.775	8.796	-	Euromobiliare/JP Morgan
Crédit Foncier de France	150bn	Aug.2003	10	102.664	9.574	-	Deutsche Bank London
SWISS FRANCS							
Inter-American Dev'ment Bank	600	Aug.2003	4.75	101.75	4.529	-	Crédit Suisse
Aoki Co.(b,p)*§	60	Sep.1997	1.375#	100	-	-	Nikko Bank (Switz.)
Caisse Française de Dev'ment	125	Aug.1998	4.375	102.25	3.871	-	Credit Suisse
Immuno Finance(t)§	75	Aug.1998	3.5	100	-	-	UBS
Commerzbank O'seas F.(u,u)ϕ	300	Aug.2000	2.5	100	-	-	Swiss Bank Corp.
Aigan Co.(v)*ϕ	65	Jul.1997	1.125	100	-	-	Nomura Bank (Switz.)
LUXEMBOURG FRANCS							
Banque Indosuez	1bn	Aug.2003	7.25	102	[illegible]	-	BGL
European Investment Bank	1bn	Aug.1999	6.25	102	[illegible]	-	BIL
Parbelux Finance	1bn	Aug.1999	6.25	100	6.250	-	Banque Paribas Lux.
Kredietcorp	1.6bn	Aug.2000	7	102.45	6.552	-	Kredietbank Luxembourg
LVMH	1bn	Aug.1999	6.75	101.7	6.400	-	BGL

Final terms and non-callable unless stated. The yield spread (over relevant government bond) at launch is supplied by the lead manager. *Private placement. §Convertible. ϕWith equity warrants. ‡Floating rate note. #Semi-annual coupon. R: fixed re-offer price. a) Conversion price: DM3480. Fx: 20.585/1SFr/DM. Callable from July 1998 at par plus accrued. b) Fixing: 12/7/93. c) Redemption proceeds are principal plus performance payment (99.9% of accumulated profits). d) Fixing: 13/7/93. e) Spread is over the interpolated yield curve. f) Convertible into non-voting shares at Won21,010, a 10% premium over the 5-day voting average. FX: 804.1Won/$. Callable, subject to 150% rule, after 5 years at a price equal to the yield to put and after 8 years at par. Puttable in 5 years at 128.47%. g) Coupon pays 3-month Libor + 0.5%. Callable on any interest payment date after 3 years at par. h) Fixing: 14/7/93. i) Fungible with the outstanding $98.86m extendable bonds launched in Feb.1988. Callable after 5 years on any interest payment date at par. j) Callable, subject to 130% rule, at 103% from 1/10/94 falling ½% annually. k) Coupon indicated at 2-2.25% and conversion premium at 4-6%. l) Callable, subject to 130% rule, at 102% on 1/4/94 falling ½% annually. m) Priced by 14/6/93; coupon indicated at 4.5-5% and 57-65 "knock out" warrants per L5m bond. n) Borrowers full name: Royal Dutch Aircraft Factory Fokker. Conversion price: Fl17. Callable on any interest payment date from Jan.1996 at par. o) Borrower is the insurance subsidiary of ING. p) Callable on 30/9/95 at 102% falling by ½% semi-annually. Callable, subject to 150% rule, on 30/9/93 at 102% falling by ½% semi-annually. q) Issue launched on 7/7/93 was increased to $1.25bn. r) Should the yield on the 8½% OAT due 2002 reach 10.5% the bonds are then puttable on 3/8/95 at 98½% and on 3/8/97 at 99% and on 3/8/99 at 99½%. s) Global issue. Merrill Lynch Intl. is global co-ordinator. It is joint book runner with Nomura Intl, RBC Dominion Secs. and Wood Gundy. t) Each SFr5000 bond is convertible into 5 Immuno Intl. bearer shares at SFr950 each. u) Denom.: SFr50,000 + 200 warrants. 2 warrants entitle holder to 1 Commerzbank ord. share at 1.27% premium over the average price from 9 - 14/7/93. Exercise period: 24/8/93 - 28/8/98. v) Fixing: 16/7/93. Callable on 23/7/95 at 102% declining by ½% semi-annually. w) Callable and puttable on 22/7/96 at par and 99.3% respectively. x) Coupon pays 3-month Libor + 0.65%. Price, fees undisclosed. Note: Yields are calculated on ISMA basis.

RISK AND REWARD

Derivatives industry scrambles to find some kind of infrastructure

THE debate in world banking circles over controlling systemic risk from derivative securities trading will intensify when a study group formed by the Group of 30, a Washington-based think tank, releases its report on derivatives later this month.

Such studies are popular. Derivatives, in the span of just a few years, have become integral to corporate risk management, with a surprising array of business applications, from swapping long-term debt for short-term debt to hedging foreign exchange or commodities exposure. Regulators are just coming to terms with swaps, swaptions, and hybrid instruments, and are wondering if, and how, such banking exotica should be supervised.

The banks which trade the markets are farther along in managing derivatives. The industry has evolved to a point where standardised contracts and other procedures are helping to mitigate credit risks. Now, with the threat of regulatory intervention pending, the derivatives industry is scrambling to adopt an infrastructure of sorts, in order to prove that participating dealers have the growing markets under control.

Estimates of annual over-the-counter derivatives turnover range from $5,000bn to $7,000bn in terms of notional face value. However, since only the income streams from these securities are swapped, the capital at risk in each trade is smaller than the face value of the securities by at least a factor of 10.

Ideas for managing credit exposure while at the same time allowing reasonable market access and a healthy measure of innovation range from a centralised derivatives clearing house to a more sophisticated generation of standardised bilateral swaps contracts.

Since credit quality is an important marketing tool for exchange clearing houses, big banks, and the newly-formed AAA credit-enhanced subsidiaries of big investment houses, the debate is coloured by the self-interest.

The central clearing house idea has attracted the support of some US banking regulators. A clearing house would guarantee both sides of a swap and limit default risk. With the credit quality of counterparties less of an issue, a central clearing house would, in theory, open up swap market participation to less highly capitalised banks.

Chicago's two big futures exchanges would like a slice of the swaps clearing business, and are positioning themselves for a potential bonanza. "It's something we're considering," says Mr Jim Slenz, senior director of risk management applications for the Chicago Mercantile Exchange.

The Chicago Board of Trade is making a bid to clear swaps. Late last month, it asked its primary regulator, the Commodity Futures Trading Commission, to exempt markets traded only by professionals from the constraints of federal oversight. Such an exemption, which has been granted to OTC swaps and off-exchange energy contracts, would allow the CBOT to compete against the OTC markets with its own non-standardised derivatives. However, it would also put the exchange in line to clear swaps and hybrid transactions.

The CBOT is a long way from achieving such an exemption. CFTC officials have opposed mingling the derivatives risks of large institutional traders in the same clearing house that protects the investments of small retail futures and options traders.

Mr Andrew Coleman, partner in Price Waterhouse's capital markets area, believes a separate "mega clearing-house" for OTC derivatives could be constructed, but that it would be expensive to establish.

He sees drawbacks: the procedures used to clear, or match, highly standardised futures trades in liquid exchange markets do not transfer easily to swaps, which are individually tailored to suit the needs of a single company and are usually difficult to re-sell.

The handful of specialist dealers trading swaps would prefer to avoid the expense and standardisation required by a clearing house and negotiate instead a series of bilateral agreements that reduce exposure in the event a partner in a swap defaults. Bilateral agreements allow them to preserve the marketing edge they garner from their AAA credit ratings.

Laurie Morse

NOTICE OF REDEMPTION

To Holders of

6⅝% Convertible Debentures Due 2003

of

The Goodyear Tire & Rubber Company

NOTICE IS HEREBY GIVEN that, in accordance with the provisions of that certain Indenture, dated as of July 7, 1986 (the "Indenture"), between The Goodyear Tire & Rubber Company ("Goodyear") and Chemical Bank, the successor by merger to Manufacturers Hanover Trust Company, as Trustee (the "Trustee"), pursuant to which Goodyear issued US $150,000,000 in principal amount of 6⅝% Convertible Debentures Due 2003 (the "Debentures"; each a "Debenture"):

1. All of the outstanding Debentures will be redeemed by Goodyear on August 13, 1993 (the "Redemption Date") at a redemption price of 101% of the principal amount of each Debenture (the "Redemption Price"), together with accrued interest of 6⅝% on the principal amount of each Debenture from July 7, 1993 to, but not including, the Redemption Date; which accrued interest will be equal to US$30.16 per US$5,000 principal amount bearer Debenture. The total amount payable on the Redemption Date, including the Redemption Price and accrued interest, will be US$5,080.16 per bearer Debenture.
2. On the Redemption Date, the Redemption Price and accrued interest (as specified above) will be due and payable on each Debenture upon the surrender thereof, together with all coupons appertaining thereto which mature after the Redemption Date, to any of the Paying Agents at the locations specified below. If any Debenture presented for redemption or conversion shall not be accompanied by all appurtenant coupons maturing after the Redemption Date, the Redemption Price for such Debenture will be reduced by an amount equal to the face amount of all such missing coupons.
3. Interest shall cease to accrue on all of the Debentures on and after the Redemption Date.
4. The Debentures may be converted into the Common Stock of Goodyear ("Goodyear Common Stock") at a Conversion Price equal to US$40.12 aggregate principal amount of Debenture for each share of Goodyear Common Stock through the close of business on the Redemption Date. At the close of business on the Redemption Date the right to convert the Debentures will terminate.
5. The Debenture may be surrendered for redemption or conversion into Goodyear Common Stock to any of the following Paying and Conversion Agents at the following locations:

Chemical Bank
(formerly Manufacturers Hanover Trust Company)
180 Strand
London WC2R 1EX
England

Banque Bruxelles Lambert
Avenue Marnix 24
B-1050 Brussels
Belgium

Credit Suisse
8 Paradeplatz
CH-8001 Zurich
Switzerland

Kredietbank S.A. Luxembourgeoise
43 Boulevard Royal
L-2955 Luxembourg
The Grand Duchy of Luxembourg

The Goodyear Tire & Rubber Company

July 12, 1993

These securities have not been registered under the Securities Act of 1933 and may not be offered or sold in the United States absent registration or an applicable exemption from the registration requirements of the Securities Act of 1933, including Rule 144A thereunder. These securities have been previously sold. This announcement appears as a matter of record only.

New Issue / June, 1993

PETRONAS

$500,000,000

Petroliam Nasional Berhad

(incorporated in Malaysia with limited liability)

6⅞% Notes Due 2003

Salomon Brothers Inc

Lehman Brothers

J.P. Morgan Securities Inc.

Standard Chartered

Standard Chartered PLC

(Incorporated with limited liability in England)

US$400,000,000 Undated Primary Capital Floating Rate Notes

In accordance with the provisions of the Notes, notice is hereby given that for the Interest Determination period from 12th July 1993 to 12th August 1993 the Notes will carry interest at the rate of 3.625 per cent per annum.

Interest accrued to 12th August 1993 and payable on 12th January 1994 will amount to US$31.22 per US$10,000 Note and US$312.15 per US$100,000 Note.

West Merchant Bank Limited

Agent Bank

Standard Chartered

Standard Chartered PLC

(Incorporated with limited liability in England)

US$300,000,000 Undated Primary Capital Floating Rate Notes (Series 4)

(of whichUS$200,000,000 has been issued as the Initial Tranche)

In accordance with the provisions of the Notes, notice is hereby given that for the six month period. (184 days), from 12th July 1993 to 12th January 1994 the Notes will carry interest at the rate of 3.65 per cent. per annum.

Interest payable on 12th January 1994 will amount to US$186.56 per US$10,000 Note and US$1,865.56 per US$100,000 Note.

West Merchant Bank Limited

Agent Bank

Notice to Holders of Warrants
to subscribe for shares of common stock of

Yamamura Glass Co., Ltd.

issued in conjunction with

U.S. $100,000,000
4 per cent. Guaranteed Notes due 1995

Notice is hereby given *in connection with the captioned warrants (the* "Warrants") as follows:

The average of *the closing prices* of shares ("Shares") of common stock of Yamamura Glass Co., Ltd. (the "Company") on the Tokyo Stock Exchange for the five consecutive trading days up to and including 9th July, 1993, when multiplied by 1.025 and rounded upward to the nearest yen, was ¥772 per Share and was less than the Subscription Price of the Warrants in effect on such day by not less than ¥1, and consequently the Subscription Price of the Warrants is required to be revised downward pursuant to the provisions of Condition ② (A) of the Terms and Conditions of the Warrants.

As a result, the Subscription Price of the Warrants which is currently ¥923 per Share will be revised downward to ¥772 per Share with effect from 26th July, 1993, Japan time.

Yamamura Glass Co., Ltd.

By: The Mitsubishi Trust and Banking Corporation,
London Branch
as Principal Paying Agent

Dated: 12th July, 1993

WORLD STOCK MARKETS

CANADA

TORONTO

4 pm close July 9

Quotations in cents unless marked $

Sales	Stock	High	Low	Close	Chng
10538	Abitibi Pr	$13¾	13⅝	13⅝	-⅛
187988	AgnicoEa	$14⅛	13⅝	14⅛	-½
10300	Air Cda	355	345	345	-15
182046	Alberta En	$20¾	20⅜	20½	-¼
21312	AlbNtGas	$16¼	15⅞	16¼	+¼
324763	Alcan Al	$25¼	24⅝	25	+¼
964680	Am Barr	$31¾	31⅛	31⅝	-¼
21250	Atco Cl 1	$14¼	14⅛	14¼	+⅛
171667	Bk Montr'l	$28⅜	28⅛	28¼	
450987	Bk Nova Sc	$25⅞	25⅝	25¾	
23722	BC Sugar A	$9⅝	9⅜	9⅜	
200737	BCE Inc	$45¼	44⅞	45⅛	+⅛
155700	Belmoral	18	16	17	
18840	BGR A	$13⅞	12¾	12⅞	-⅝
29995	Bomb'dierB	$12⅛	12	12	
22062	Bow Valley	$13⅞	13¾	13⅞	-⅛
763491	Bramalea	17½	16½	17	
13273	Brascan A	$12½	12⅜	12⅜	-⅛
238500	Breakwater	23	21	22½	
7372	BC Tel	$20⅛	20	20⅛	
4686	Bruncor	$21⅞	21½	21⅞	+⅜
500	Brunswick	$8⅛	8⅛	8⅛	-¼
70322	CAE Ind	490	485	490	
220085	Cambior	$18¾	18½	18⅝	-⅜
1700	Cambridge	$16	15¾	16	-⅛
11300	Cameco	$20¾	20½	20¾	+⅛
98350	C'bell Res	120	115	118	
502726	CanImpBk	$32⅞	32⅝	32¾	
87143	Can Occid	$27¾	27⅝	27¾	+⅜
408091	Can Pac	$20⅛	19¾	20⅛	
100	Can Tire	$15½	15½	15½	+½
101825	CanTire A	$13⅝	13⅜	13⅝	-⅛
31905	Can Util A	$24	23¾	24	+⅛
18800	Can Util B	$24⅛	24⅛	24⅛	
34989	CanTngstn	152	150	150	
621	CanGenInv	$29⅞	29½	29⅝	
12214	Cantor	$37	34	36	
19368	CnPcForest	$19¾	d19¼	19¾	-¼
34600	Cara Op	405	395	405	+5
300	Cascades	$5⅞	5⅞	5⅞	-⅛
2900	Celanese	$50¼	50¼	50¼	-¼
5000	CntCpital	31	31	31	+6
79400	Cnspx Odn	320	315	320	
6200	Cntrl Fd A	$7⅛	6⅞	7	-⅛
52262	Cominco	$14¾	14⅝	14¾	
68256	Copulalog	299	280	299	
240634	Corel Sys	u$24½	23⅜	23⅞	+1⅛
1600	CoscanDev	140	140	140	
8825	CrownX A	335	330	335	
80	Denison A	25	25	25	-2
180700	Derlan	360	d310	360	+46
281431	Dofasco	$14¾	14½	14¾	+⅛
59270	Domtar Txt	$10⅞	10¾	10¾	-⅛
46470	Domtar Inc	$6¾	6⅝	6⅝	-⅛
2100	Du Pont A x	u$48	47	48	+1
17205	DundeeBacA	$7	6⅞	6⅞	-⅛
177200	Echo Bay M	$18⅜	18⅛	18⅛	
5800	Emco Ltd	$7¾	7½	7¾	+⅜
1500	Empire x	$12⅞	12⅞	12⅞	+.71
8077	Euro Nev	$33	31⅝	31⅞	-¾
1000	FPI Ltd	350	340	350	-5
700	FahnstkVw	$9	8⅞	8⅞	-⅜
53430	Finning	$17½	16¾	17¼	+⅜
6500	Fst Mars A	$14½	14	14½	
1100	Fortis	u$25¾	25⅝	25⅝	+⅛
11275	Four Seasn	$17⅞	17¼	17¼	-⅝
43625	FrancoNev	$85½	82¾	83½	-2¼
500	Gendis A	$18⅝	18⅝	18⅝	-⅛
215617	Gentra	38½	35	38	
[illegible]	Glamis Gld	$10⅝	10	10⅜	+⅛
28010	GoldnStar	$15⅞	15½	15¾	-½
18525	Granges	370	350	360	
15700	GtW Lifeco	$16⅝	16	16	-1⅛
134561	Gulf Cda R	490	480	485	-5
900	GW Utils	$6	6	6	
900	HarrisSt A	$8¼	8¼	8¼	
5750	Hawker Sid	$24½	24¼	24½	
103676	Hees Intl	$10⅝	10⅜	10½	
139797	Hemlo Gold	$14⅜	13⅞	14¼	-⅛
86800	Hollinger	$13⅞	13⅝	13¾	
201623	Home Oil	$18⅞	18½	18⅞	+¼
416430	Horsham	$16¼	15¾	16⅛	
210	HudsBayM&S	490	470	490	
23374	HudsonBay x	$33⅝	33⅜	33⅝	+¼
18144	Imasco	$36	35¼	36	
70579	Imp Oil	$46⅛	45	46⅛	+⅜
350570	Inco	$28⅞	28⅝	28⅞	+⅛
100	IntMurexT	$6	6	6	
9300	Intera Inf	$11⅝	11⅝	11⅝	
88075	IntprPipe	u$30	29¾	29⅞	+⅛
7095	Invest Grp	$31	30¾	31	
385	Ivaco A	478	465	478	-5
30600	Jannock	$15	14½	14½	-⅛
875	KerrAdd	$20¼	20	20	-⅛
405365	Labatt	$22¼	d21¾	22⅛	+⅛
1114240	Lac Mnls	$12½	12	12⅜	
511000	Lafarge	$20½	20¼	20¼	
5950	Laidlaw A	$9⅛	d9	9	-⅛
360587	Laidlaw B	$9⅛	d8¾	8⅞	-⅜
300	Laurent Bk	$17¼	17	17	-⅜
200	Laurent Gp	$7¾	7¾	7¾	-¼
4000	Lawson Mar	$8¾	d8½	8½	-⅜
30800	Loblaw	$22¼	21¾	22¼	+½
52200	Mackenzie	$8½	8⅛	8⅜	
102171	Macm Bl	$21⅝	21⅜	21⅝	+⅛
142550	Magna IntA	u$52	49⅞	51½	+1⅝
212548	Mpl Lf Fds	$13¾	13⅝	13⅝	
108359	Marit T&T	$21⅜	20⅞	21⅜	+⅜
389182	Mark Res	$10	9¾	10	
2935	MDS Hlth B	$12½	12⅛	12⅛	-¼
26133	Metall Min	$11⅝	11¼	11¼	-½
1425	MidWalwyn	$9½	9⅛	9½	+⅛
302854	Mitel Corp	$6⅞	6½	6⅝	
10368	Molson A	$24	23¾	24	+⅛
27630	Moore Corp	$21½	21¼	21⅜	
164800	Musocho	46	41	44	
72696	Nat Bk Can	$10⅝	10⅜	10⅜	
33077	Newbridge	$82¼	80	82	+1⅞
86300	Noma Ind A	$5½	5	5⅛	
19982	NorandaFor	$11	10⅞	10⅞	-⅛
558332	Noranda	$21¾	21⅜	21¾	
23059	Norcen En	$20¾	d20¼	20½	-⅛
408486	Nth Tele	$33⅞	33⅝	33¾	-⅛
3105	Northgate	210	205	210	+7
509163	Nova Corp	$9¾	9⅝	9⅝	+⅛
114700	Nowsco Wll	$18¼	17⅞	18	
18800	Numac Oil	$8⅛	7¾	8⅛	+⅜
31650	Onex Corp x	$11¾	11⅝	11¾	
6854	Oshawa A	$21⅞	21½	21½	-⅜
255801	PWA Corp	73	70	72	
79300	Paguran A	235	225	235	+10
20625	Pancdn Pet	$39⅞	39	39½	-½
57033	Pegasus	$32⅞	31⅛	32⅝	
51520	PhilipEnv	$9	8⅞	9	+¼
16214	Pioneer Mt	59	47	47	
971413	PlacerDome	$26⅛	25¼	25⅝	-⅜
158250	Poco Pet	$8¾	8½	8¾	+⅛
21517	Power Corp	$16¾	16⅝	16¾	
104400	Power Fin	u$25⅛	24¾	25	+⅝
1600	Quebecor A	$19¾	19¾	19¾	-⅛
132311	Ranger Oil	$6¼	6	6⅛	
5810	Rayrock	u$16⅛	15¾	16⅛	+½
100	Reed Sten	$34½	34½	34½	+⅜
50	Reliance S x	$17½	d17½	17½	
300483	Ren'ssance	$31¼	30½	31¼	+¾
345600	Repap Ent	455	440	450	+10
86109	Rigel En	$19⅝	19¼	19⅜	-⅛
78700	Rio Algom	$18⅞	18¼	18¾	+½
78835	RogersCanB	$19⅝	19⅜	19½	+⅛
9200	Rothmans	$102½	102	102	
357342	RoyalBkCan	$27⅞	27½	27¾	
615514	Ryl Oak Mn	$7⅛	6⅞	7⅛	-⅛
19376	StLawCm A	$7⅛	7	7	-⅛
49592	SceptreRs	$11	10½	11	+⅜
45	ScottPaper	$11½	11½	11½	+¼
128200	Scotts Hos	$8¾	8⅝	8¾	
84345	Seagram Co	$33½	33	33⅜	
85800	Sears Can	$7¾	7½	7¾	
14982	ShellCan A	$38½	37¾	38	-½
13313	Sherritt G	$8¾	8⅝	8¾	+⅛
212336	SHL Syst	$13⅞	13½	13¾	+¼
2800	SNC Group	$17	16⅞	17	-⅛
5000	Sonora Gld	35	33	33	
21720	Southam	$17¾	17½	17¾	
8713	Spar Aero	$14	13¾	14	
487064	Stelco A	300	285	295	-4
280680	TalismanEn	$28⅞	27⅝	28⅛	+⅜
65210	Teck B	$20⅝	20¼	20½	-⅜
29000	Teleglobe	$17	16⅞	16⅞	-⅛
224638	Telus Corp	u$13⅞	13⅝	13⅞	+⅛
244570	Thomson	$16⅝	16⅜	16⅜	
479650	Tor Dom Bk	$18¾	18½	18⅝	
21250	Torstar B	$21⅝	21½	21⅝	+⅛
181503	Transcan P	u$20⅞	20⅝	20¾	
388432	Transalta	u$15⅛	14⅞	15⅛	+¼
22221	Trimac	$16⅝	16½	16⅝	+⅛
298350	Trizec A	136	125	136	+3
3200	UAP A	u$20	20	20	
141	UnitedCorp	$31⅛	31⅛	31⅛	-⅜
5600	UtdDomInd	$15¾	15⅝	15⅝	-⅛
32590	Univa	$7⅝	7½	7⅝	-⅛
48189	Viceroy Re	$11	10⅝	11	-⅛
82380	W'coast E	$21½	21¼	21½	
38550	Weston Geo	$44¼	43¾	44¼	+⅛
9800	WIC B	$16⅛	16	16	-⅛

† - No voting rights or restricted voting rights

MONTREAL

4 pm close July 9

Sales	Stock	High	Low	Close	Chng
424108	BombrdierB	$12⅛	12	12⅛	+⅛
60913	Cambior	$18¾	18½	18⅝	-⅜
115883	CanImp Bk	$32⅞	32⅝	32⅝	
3000	CanMarconi	$15	15	15	
10130	Cascades	$6	5⅞	6	+⅛
3134	DominTxt A	$10⅞	10¾	10⅞	+⅛
750	MacleanHnt	$11⅞	11⅞	11⅞	
638083	NatBk Can	$10⅝	10⅜	10⅜	
150	Quebecor A	$19⅞	19⅞	19⅞	
2740	Teleglobe	$17	16¾	16⅞	-⅛
925	Univa	$7¾	7½	7¾	
19090	Videotron	$23⅞	23⅝	23⅝	-¼

Total Sales 23,289,984 shares

INDICES

NEW YORK

DOW JONES	July 9	July 8	July 7	July 6	1993 HIGH	1993 LOW	Since compilation HIGH	Since compilation LOW
Industrials	3521.06	3514.42	3475.67	3449.93	3554.83 (27/5)	3241.95 (20/1)	3554.83 (27/5/93)	41.22 (2/7/32)
Home Bonds	107.88	107.66	107.60	107.61	107.75 (29/6)	103.49 (11/1)	501.37 (27/4/93)	54.99 (1/10/81)
Transport	1609.16	1619.25	1499.39	1526.07	1663.06 (16/4)	1453.84 (4/1)	1663.06 (16/4/93)	12.32 (8/7/32)
Utilities	246.05	248.44	244.69	243.94	247.69 (16/4)	217.14 (8/1)	247.69 (16/4/93)	10.50 (8/4/32)

DJ Ind. Day's High 3544.03 (3532.41) Low 3480.89 (3462.38) (Theoretical)
Day's High 3527.98 (3516.61) Low 3507.50 (3473.39) (Actual)

STANDARD AND POOR'S	July 9	July 8	July 7	July 6	1993 HIGH	1993 LOW	Since compilation HIGH	Since compilation LOW
Composite ‡	448.11	448.64	442.83	441.43	456.33 (10/3)	429.05 (8/1)	456.33 (10/3/93)	4.40 (1/6/32)
Industrials ¶	509.61	509.86	503.86	501.83	524.88 (10/3)	495.40 (26/4)	524.88 (10/3/93)	3.62 (21/6/32)
Financial	45.79	45.97	45.09	44.74	46.67 (13/4)	39.80 (8/1)	46.67 (13/4/93)	8.64 (1/10/74)
NYSE Composite	246.19	246.33	245.69	245.07	251.36 (10/3)	236.21 (8/1)	251.36 (10/3/93)	4.46 (28/4/42)
Amex Mkt. Value	434.37	432.55	431.79	433.77	440.95 (4/6)	395.84 (8/1)	440.95 (4/6/93)	29.31 (9/12/72)
NASDAQ Composite	706.81	702.71	699.79	702.22	708.85 (4/2)	645.87 (26/4)	708.85 (4/2/93)	54.87 (31/10/72)

	Jul 2	Jun 25	Jun 18	year ago (approx.)
Dow Industrial Div. Yield	2.88	2.96	2.95	3.10
	Jul 7	Jun 30	Jun 23	year ago (approx.)
S & P Industrial div. yield	2.56	2.51	2.55	2.86
S & P Ind. P/E ratio	24.89	25.42	25.04	26.46

NEW YORK ACTIVE STOCKS

Friday	Stocks traded	Closing price	Change on day
Galen Health	4,030,400	20⅛	+ ⅞
Gen Motors	3,301,900	47½	+ ⅝
Philip Morris	3,095,600	49⅛	+ ⅞
Sunshine Min	2,949,400	3	—
Amgen	2,836,300	33⅞	- ¼
Bristol Myers	2,805,100	56¼	+ ⅛
USAir	2,677,100	14⅛	- ⅝
Centerior	2,625,800	16½	—
Pepsico	2,473,800	36½	- ¼
Policy Mgmt	2,363,800	26½	- ¼

TRADING ACTIVITY

† Volume Millions	July 9	July 8	July 7
New York SE	223.514	282.873	246.434
Amex	17.880	19.981	16.717
NASDAQ	(u)	254.671	236.009
NYSE			
Issues Traded	2,557	2,587	2,570
Rises	1,068	1,286	1,014
Falls	631	716	866
Unchanged	858	585	686
New Highs	98	114	109
New Lows	24	30	23

CANADA

TORONTO	July 9	July 8	July 7	July 6	1993 HIGH	1993 LOW
Metals & Minerals	2974.79	2959.75	2983.06	3013.00	3028.46 (2/7)	2743.31 (21/1)
Composite	3827.40	3820.90	3872.72	3884.40	3897.72 (2/7)	3275.80 (21/1)
MONTREAL Portfolio	1899.16	1884.62	1902.99	1909.61	1936.10 (25/6)	1720.97 (21/1)

Base values of all indices are 100 except NYSE All Common - 50; Standard and Poor's - 10; and Toronto Composite and Metals - 1000. Toronto indices based 1975 and Montreal Portfolio 4/1/83. † Excluding bonds.‡ Industrial, plus Utilities, Financial and Transportation. (c) Closed. (u) Unavailable. ♦ The DJ Ind. index theoretical day's highs and lows are the averages of the highest and lowest prices reached during the day by each stock; whereas the actual day's highs and lows (supplied by Telekurs) represent the highest and lowest values that the index has reached during the day. (The figures in brackets are previous day's). ¶ Subject to official recalculation.

	July 9	July 8	July 7	July 6	1993 HIGH	1993 LOW
AUSTRALIA						
All Ordinaries (1/1/80)	1782.9	1782.5	1773.0	1784.2	1792.90 (8/7)	1495.00 (13/1)
All Mining (1/1/80)	841.2	845.8	842.0	827.2	845.80 (8/7)	584.70 (13/1)
AUSTRIA						
Credit Aktien (30/12/84)	343.80	343.84	336.1	334.52	357.78 (8/3)	300.29 (14/1)
Traded Index (2/1/91)	888.39	859.02	834.49	829.91	888.39 (9/7)	712.08 (15/1)
BELGIUM						
BEL20 (1/1/91)	1301.66	1285.21	1276.32	1275.66	1301.59 (9/7)	1125.45 (4/1)
DENMARK						
Copenhagen SE (3/1/83)	311.23	311.62	312.66	311.39	314.65 (30/6)	281.80 (4/1)
FINLAND						
HEX General (28/12/90)	1251.8	1259.3	1248.8	1261.6	1253.39 (9/7)	843.10 (22/1)
FRANCE						
CAC General (31/12/81)	546.84	538.88	538.99	533.13	547.37 (30/3)	471.34 (13/1)
CAC 40 (31/12/87)	1985.70	1980.37	1943.73	1935.12	2035.91 (30/3)	1772.21 (28/1)
GERMANY						
FAZ Aktien (31/12/58)	695.90	697.17	689.65	681.49	693.90 (9/7)	538.92 (14/1)
Commerzbank (1/12/53)	1979.2	1956.0	1983.1	1982.4	1979.20 (9/7)	1684.20 (14/1)
DAX (30/12/87)	1797.41	1793.70	1770.75	1760.67	1797.41 (9/7)	1516.59 (13/1)
HONG KONG						
Hang Seng Bank (31/7/64)	7070.01	7122.39	7141.11	7108.94	7447.24 (27/5)	5437.80 (4/1)
IRELAND						
ISEQ Overall (4/1/88)	1815.83	1809.43	1804.46	1820.33	1834.37 (1/7)	1191.19 (11/1)
ITALY						
Banca Comm. Ital. (1972)	544.24	543.87	533.27	533.57	559.17 (28/5)	446.33 (8/1)
MIB General (4/1/93)	1201.0	1180.0	1178.0	1177.0	1226.00 (28/5)	952.00 (11/1)
JAPAN						
Nikkei (16/5/49)	19877.39	19868.87	19739.67	19828.75	21076.00 (3/6)	16287.45 (25/1)
Tokyo SE (Topix) (4/1/68)	1608.62	1600.93	1594.36	1602.90	1676.13 (3/6)	1250.06 (25/1)
2nd Section (4/1/68)	2215.32	2208.46	2210.70	2213.79	2384.97 (7/6)	1661.72 (28/1)
MALAYSIA						
KLSE Composite (4/4/86)	728.05	733.88	732.56	731.67	749.29 (11/6)	614.28 (13/1)
NETHERLANDS						
CBS TtlRtn.Gen.(End 1983)	354.0	353.6	348.7	348.9	354.00 (9/7)	295.70 (4/1)
CBS All Shr (End 1983)	232.3	231.7	229.5	229.9	232.30 (9/7)	198.60 (13/1)
NORWAY						
Oslo SE (Ind) (2/1/83)	843.37	831.72	814.51	818.88	843.37 (9/7)	668.93 (27/1)
PHILIPPINES						
Manila Comp (2/1/85)	1631.59	1638.77	1606.59	1603.51	1654.39 (5/5)	1270.00 (4/1)
SINGAPORE						
SES All-Singapore (2/4/75)	449.58	452.30	449.22	452.78	468.49 (31/5)	384.10 (13/1)
SOUTH AFRICA						
JSE Gold (28/9/78)	1872.0¶	1871.0	2082.0	2008.4	2282.00 (7/7)	775.00 (5/1)
JSE Industrial (28/9/78)	4659.0¶	4691.0	4719.0	4719.0	4719.00 (8/7)	4333.00 (19/4)
SOUTH KOREA**						
Korea Comp Ex. (4/1/80)	778.46	769.68	753.11	759.09	777.25 (9/6)	605.93 (6/3)
SPAIN						
Madrid SE (30/12/85)	258.56	258.77	257.86	257.83	264.82 (22/6)	215.09 (4/1)
SWEDEN						
Affarsvarlden Gen. (1/2/37)	1115.2	1108.8	1097.0	1089.6	1115.20 (9/7)	878.10 (28/1)
SWITZERLAND						
Swiss Bank Ind. (31/12/58)	1042.1	1040.4	1027.5	1025.9	1042.50 (30/6)	904.80 (11/1)
SBC General (1/4/87)	822.4	821.10	812.6	818.9	822.40 (9/7)	678.70 (11/1)
TAIWAN**						
Weighted Price (30/6/66)	4909.47	4917.50	4928.38	4947.42	5013.26 (7/6)	3898.43 (8/1)
THAILAND						
Bangkok SET (30/4/75)	887.94	888.59	903.60	887.42	908.44 (20/1)	818.84 (1/6)
WORLD						
M.S. Capital Intl.(1/1/70) $	581.1*	582.8	580.6	580.0	578.30 (3/6)	488.60 (13/1)
Euro Top-100 (26/6/90)	1025.75	1021.49	1009.32	1008.82	1025.75 (9/7)	862.73 (13/1)

**Saturday July 3: Taiwan Weighted Price; 3917.24, Korea Comp Ex. 748.30.
¶ Subject to official recalculation. *Calculated at 15.00 GMT.

Base values of all indices are 100 except Austria Traded, BEL20, HEX Gen., MIB Gen., CAC40, Euro Top-100, ISEQ Overall and DAX - 1,000, JSE Gold - 255.7, JSE 20 Industrials - 264.3 and Australia All Ordinary and Mining - 500; (c) Closed. (u) Unavailable

TOKYO - Most Active Stocks

Friday, July 9, 1993

	Stocks Traded	Closing Prices	Change on day		Stocks Traded	Closing Prices	Change on day
Nikkatsu	10.6m	25	+9	Hitachi	3.5m	841	+19
Cosmo Oil	6.4m	861	+8	Sumitomo Bank	3.5m	2,380	+70
Nippon Steel	5.8m	361	+6	Sharp Corp	3.2m	1,320	+30
Sumitomo Mtl Min	5.9m	1,080	-20	Meiji Milk Prod	3.1m	1,030	+32
Sumitomo Mtl Ind	3.6m	333	+7	Toshiba Corp	2.8m	673	+10

AUSTRIA

1993 High	1993 Low	July 9	Price Sch
1,720	1,200	Austrian Airlines	1,590
630	400	Creditanstalt Pf	635
3,770	2,990	EA General	3,210
939	660	EVN	936
690	464	Lenzing	690
739	582	OeMV	739
1,105	760	Perlmooser Zement	860
370	250	Radex Heraklith	365
1,400	900	Reininghaus Brau	1,400
220	180	Steyr Daimler	197
272	211	Veitscher Magnesit	262
590	360	Verbund (Br) A	584
535	440	Vienna Intl Airport	457
3,675	2,820	Wienerberger	3,120
1,140	980	Z-Laenderbank	1,020

BELGIUM/LUXEMBOURG

1993 High	1993 Low	July 9	Price Frs.
2,615	2,145	AG Group	2,590
3,240	2,350	Ackermans	3,240
7,500	5,490	Almanij	7,350
3,190	1,750	Arbed	3,040
3,810	3,160	BBL	3,780
12,300	11,550	Bank Intl a Lux	12,300
17,300	13,601	Banq Gen Lux Pts	17,250
36,500	31,000	Banque Nat Belg	34,900
18,600	13,300	Bekaert	18,575
10,150	8,000	CBR Ciment	10,100
1,985	1,492	CMB	1,980
5,290	4,220	Cobepa	5,150
138	81	Cockerill Priv	107
6,500	5,020	Colruyt	6,440
1,374	1,122	Delhaize Frs Lion	1,326
6,380	5,610	Electrabel	6,280
6,350	5,450	Electrabel AFV1	6,130
2,750	2,020	Electrafina ACT	2,680
3,740	2,605	GBL	3,650
3,630	2,600	GBL AFV 1	3,475
1,324	1,110	GIB Group	1,320
8,680	7,070	Generale Banque	8,070
7,800	6,210	Gevaert	7,450
3,560	2,800	Glaverbel	3,450
3,240	2,480	Immobel	3,200
7,170	5,750	Kredietbank	7,170
7,800	5,630	Kredietbank AFV	7,610
6,140	5,620	Mecaniver	6,000
1,530	1,312	Mosane	1,480
14,175	12,690	Pan Holding Lux	13,810xd
9,730	7,200	Petrofina	9,320
3,075	2,545	Powerfin	3,045
389	273	Recticel	386
4,860	4,025	Royale Belge	4,850
4,600	3,810	Royale Belge AFV 1	4,520
2,400	1,895	Soc Gen Belge	2,375
2,375	1,900	Soc Gen Belge AFV	2,305
13,650	9,800	Sofina	12,950
1,600	1,280	Solvac	1,535
13,400	10,775	Solvay	12,260
9,890	7,750	Tractebel	9,580
25,925	20,125	UCB	21,700
2,480	1,950	Union Miniere	2,215

DENMARK

1993 High	1993 Low	July 9	Price Kr
600	380	Aalborg Portland A	580
238	197	Bikuben	202
296	238	Carlsberg A	245
6,000	3,900	Codan	4,300
114,000	79,000	D/S 1912 A	112,000
823	610	Danisco	770
367	235	Den Danske Bank	324
113.15	69	East Asiatic	109
515	384	FLS Ind B	495
85	64.92	Fin Gellon (Reg)	80
425	358.50	Great Nordic	413
298	162	ISS Int Serv B	187
303	217	Jyske Bank Reg	262
1,480	1,050	Lauritzen (J) B	1,400
230.30	195	NKT A/S	222
622.80	524	Novo Nord B	561
505	400	Sophus Berend A	430
448	386	Sophus Berend B	410
400	330	Superfos	385
910	646	TopDanmark	875
197	110	Unidanmark A	179

FINLAND

1993 High	1993 Low	July 9	Price Mkk
132	99	Amer A	118
130	81	Cultor 1	129
37	19.80	Enso R	37
218	170	Huhtamaeki I	190
12.70	6	KOP	10.80
44.60	33.90	Kesko	38.60
622	432	Kone B	495
79.50	63.10	Kymmene	78.20
160	115	Metra A	140
146	97	Metra B	128
210	108	Metsa-Serla A	200
280	92.50	Metsa-Serla B	190
195	82.10	Nokia Pref	192
66	42.50	Outokumpu A	57.50
78	46	Pohjola A	72
70	33	Pohjola B	64
87	45	Repola	83.20
177	130	Stockmann B	155
30	15	Tampella	22.50
12.40	4.50	Unitas C	10.60

FRANCE

1993 High	1993 Low	July 9	Price Frs.
637	486	AGF	607
736	580	Accor	693
806	660	Air Liquide	757
692	601	Alcatel Alsthom	682xd
1,364	987	Axa	1,351
1,290	925	BIC	1,280
1,010	853	BSN	895
686	420	BNP Cert Inv	539
582	382	Bancaire Cie	540
3,209	2,420	Bongrain	2,440
722	536	Bouygues	649
1,240	851	CGIP	1,146
1,389	1,029	Canal+	1,280
211	138	Cap Gemini S	189.40
238.40	178.50	CarnaudMetalbox	211.60
2,951	2,250	Carrefour	2,920
187	131	Casino	139.40
1,439	960	Chargeurs	1,015
440	348.10	Club Mediterranee	395
395	300	Cogifi	365
615	550	Coparex Int	551
269	208.50	CCF	238
1,194	948	Cr Fonc France	1,077
700	456	Cred Lyon (CI)	682
442	320	Credit Local Fr	418.40
1,431	1,051	Credit National	1,260
4,240	3,212	Damart	4,037
550	380	Docks de France	533
335	240	Dollfus Mieg Cie	276.50
775	590	EBF	692
2,400	2,030	Eaux Cie Genl	2,130
450	392	Ecco	432
412	330	Elf Aquitaine	400
370	219.10	Elf Aquitaine Certs	344
1,144	883	Elf Sanofi	916
798	571	Eridania B-Say	785
634	455	Eridania B-Say CI	629
490	381	Essilor Int	480
2,290	1,726	Esso	1,842
1,790	1,260	Euromarche	1,700
585	406.20	Euro RSCG	556
89	54.10	Euro Disney	55.60
655	401	Fin Poliet	485.50
140	112.60	Fonciel	128.90xd
695	650	Fonc Lyonnaise	679
4,390	3,325	Fromageries Bel	4,375
498	307.10	GTM-Entrepose	407.50
1,800	1,470	Gal. Lafayette	1,690xd
639	396	Gascogne (Soc)	498
678	587	Geophysique	603
498.90	402	Havas	439.70
464	334.10	Imetal	453
964	760	Inst de France	826
631	617	Immobanque	614
155	123	Immob Phenix	139
560	410	Interbail	516
550	395	Intertechnique	430
3,870	3,120	LVMH	3,840
393.90	301.30	Lafarge Coppee	380.90
1,214	960	L'Oreal	1,112
4,980	3,940	Legrand	4,340
217	132	Legris	150.20
484.80	390.10	Lyon Eaux Dumez	471.80
144.20	90.50	Matra-Hachette	134.60
201	131.50	Michelin B	183
111	70.85	Moulinex	93.10
1,040	732	Navigation Mixte	947
181	125.50	Nord Est	134.60
167.80	98	Orsan	167.80
449	333	Paribas	438
396	230.80	Paris Reescompte	390
435	346	Pernod Ricard	397
890	590	Peugeot	835
780	551	Pinault Printemps	720
830	536	Promodes	822
335	218.50	Radiotechn	277
8,130	6,300	Redoute	7,030
601	500	Rhone Poulenc A	583
605	419	Roussel-Uclaf	575¶
835	661	SILIC	800
1,801	1,160	Sagem	1,692
664	460	Saint Gobain	625xd
1,293	1,050	Saint Louis	1,206
740	590	Schneider	684
439	310	Seb SA	439
512	405	Sefimeg	483
569	430	Simco	522
1,300	787	Skis Rossignol	1,275
686	570	Soc Generale de Fr	595
1,540	1,150	Sommer-Allibert	1,509
435	273	Spie Batignolles	348
325.80	244	Suez (Cie de)	308.80
2,230	1,610	Taittinger	1,810
183	137	Thomson CSF	171.70
284.90	218.10	Total B	279.60
618	486	UAP	587
357	185	UFB Locabail	340
450	317	Unibail	420
612	451	Union Immob Fr	600
640	632	Valeo	638
178	137.10	Vallourec	170
293	220	Worms Cie	276

GERMANY

1993 High	1993 Low	July 9	Price Dm.
179	145.10	AEG	162.20
576	410	AG Ind & Verk	528.50
1,185	750	Aachen Mch (Reg)	1,185
2,379	1,945	Allianz AG	2,303
343	305.50	Altana Ind	327
740	570	Asko	640
590	390	Asko Prf	502
249.50	207	BASF	247.50
425	273	Badenwerk	382
293	252.10	Bayer	290.80
446.50	384	Bayer-Hypo	421
599.50	445.50	BMW (Br)	559
470	405.50	Bayer Vereinsbk	447
773	635	Beiersdorf	748.50
317	241.50	Berliner Bank	317
165	114.50	Berliner Kraft	161
460	391	BHF Bank	450
1,025	797	Bil & Berger	910
1,285	802	Colonia Konzern	1,270
715	425	Colonia Konzern Pf	665
316.50	233.60	Commerzbank	314.50
230.50	189	Continental AG	221

GERMANY (continued)

1993 High	1993 Low	July 9	Price Dm.
463	392	DLW	412xd
655	530.50	Daimler-Benz	650
377	314.20	Degussa	377
181.50	140.20	Deutsche Babcock	176
729.50	628.50	Deutsche Bank	726.50
133	94.20	Didier-Werke	121.50
542	403.50	Douglas Hldg	479
264	211	Draegerwerk	250
418	336	Dresdner Bk	402
430	303	GEHE	362
265	185	Gerresheimer	209
875	680	Goldschmidt (TH)	780
188	135	Hamburg Elekt	171
1,198	820	Heidelb Zem	1,150
583	502	Henkel Prf	569
337	254	Herlitz	323
1,240	901	Hochtief	1,119
274.30	223.10	Hoechst	274.30
1,098	780	Holzmann Ph	942
180	140	Horten	159.50
273.50	227	IKB Deutsche Ind	261
336.50	250	Industrie Werke	332.50
144.50	95.70	Kali & Salz	143
573	476	Karstadt	560
615	389	Kaufhof	493.50xd
113	83.50	KHD	112.50
68.50	39	Klockner Werke	63
725	582	Lahmeyer	655
585	353	Leifheit	588
814.50	681.50	Linde	810.50
519	385	Linotype-Hell	485
125	97	Lufthansa	122.30
121.50	81	Lufthansa n/v Prf	120.50
319	251	MAN	308.50
287	219	MAN Pref	253
299	231	Mannesmann	295
790	619	Mannheim Vers	780
665	395.50	Mercedes Hld	651
377	285	Metallgesellschaft	360
3,310	2,685	Muench Rueck (Reg)	3,260
179	145	PWA	172
571.30	504	Philips Kommun	508
599	425	Porsche	599
418	330.10	Preussag	409
413	384	RWE	403
332	303	RWE Prf	330
1,094	756	Rheinelektra	1,084
274	230	Rheinmetall Berlin	268
214	170	Rheinmetall Prf	212
280	201	Rosenthal	262
845	675.30	Schering	843
373	287	Schmalbach Lubeca	318
671.50	585	Siemens	643.30
670	485	Springer Axel Rg	521
475	365	Sud Chemie	460
204.50	158.50	Thyssen	202.50
297	265	Varta	292
389.50	359	Veba	385.50
286	213.50	VEW	275
350	300	Verein-West	348
387.50	320.50	Viag	383.50
375.50	241	Volkswagen	373.60
308	210	Volkswagen Prf	302.50
798	600	Wella Prf	783
207	181	Zanders Feinpap	190

ITALY

1993 High	1993 Low	July 9	Price Lire
5,735	4,160	Banca Comm	5,138
4,450	3,480	Banca Naz Agric	3,815
2,220	1,890	Banca di Roma	1,815
5,235	3,250	Banco Lariano	3,250
98	69	Bastogi-IRBS	74
20,880	13,850	Benetton	18,440
7,750	4,775	Burgo (Cartiere)	7,320
1,330	970	CIR	1,140
1,740	1,115	Caffaro Spa	1,300
1,710	1,265	Cementir	1,435
1,370	870	Cofide Fin	920
3,295	2,352	Credito Italiano	2,865
11,250	7,975	Danieli & C	9,845
1,090	840	EniChem	990
1,335	365	Ferruzzi Fin	457
3,570	2,002	Fiat Priv	3,155
7,090	4,090	Fiat	6,405
4,020	2,730	Fidis	3,125
32,800	30,490	Fondiaria Spa	30,205
1,480	1,030	Gemina	1,343
39,000	29,240	Generali Assicur	38,090
3,440	2,251	Gilardini	2,800
15,300	9,410	IFI Priv	13,130
7,550	4,310	Italcable	7,420
11,800	7,510	Italcementi	9,275
4,374	2,805	Italgas	4,274
16,300	10,400	Lloyd Adriatico	15,580
17,550	12,850	Mediobanca	15,700
1,370	680	Montedison	745
1,825	1,170	Olivetti	1,625
3,912	2,585	Pirelli & Co	3,085
1,598	1,076	Pirelli Spa	1,530
27,890	19,800	RAS	27,890
9,750	7,425	Rinascente (La)	9,130
6,900	4,590	SASIB	6,165
2,800	1,319	SIP	2,660
5,500	3,830	Saffa A	4,210
3,850	2,219	Saipem	3,660
12,250	8,950	San Paolo	9,180
9,950	7,750	Sirti Spa	9,000
615	393	SMI	412
1,280	675	Snia BPD	1,180
3,740	1,735	STET	3,593
31,000	21,350	Toro Assicur	30,720
23,000	18,700	Tosi Franco	18,010
8,820	6,880	Unicem	8,710

NETHERLANDS

1993 High	1993 Low	July 9	Price Fls.
59.40	50.70	ABN Amro Holding	58.40
89.50	74.40	AEGON	85.50
99.80	86.25	Ahold	96.80
182.70	134.50	AKZO	181.40
79.30	58.60	AMEV Dep Recs	70.70

NETHERLANDS (continued)

1993 High	1993 Low	July 9	Price Fls.
45.60	37.75	Bols Wessanen	43
83.80	50.50	CSM	81.90
95.90	66.40	DSM	95.10
165.30	132.30	Dordtsche Petr	163.50
141.40	120	Elsevier	140.60
17.50	8.10	Fokker Dep Recs	16.40
87.80	71.70	Gamma	76
46.10	33	Gist Broc Dep Recs	44
197.60	162.90	Heineken	180.50
256	178	Holland Beton	249
[illegible]	[illegible]	Hoogovens Dep Recs	39
56.80	35.80	Hunter Douglas	56.70
34.30	21.75	IHC Caland	31.40
69.50	54.50	Int Nedlloyd Dep Recs	63.40
65	49.50	Intl Mueller	55.50
30	23.10	KLM	29.60
33.60	27.60	KNP BT	32.10
41.50	34.20	Kon Pakhoed DpRcs	39.70
37	22.90	Nedlloyd	36.60
81.60	65.50	Nijverd-Ten Cate	72.50
138	109	Nutr Ver Bed Dp Rcs	133.20
53.40	38	Oce V Grinten	52.90
32.30	19.80	Philips	31.90
54.40	43	PolyGram	54.30
112.20	96.70	Robeco	112
56.10	46.60	Rodamco	54.30
111.10	95.30	Rolinco	111.10
92	80	Rorento	91.80
35.20	25.30	Ryl Dutch Wtrs Dp Rc	33.20
178.10	142.50	Royal Dutch	176.30
36.80	26.50	Stork NV	36.10
217.50	187.90	Unilever Dep Recs	201.70
123.50	87.70	VNU	121
38.70	31.20	[illegible]	36.80
97.50	81	Wolters Kl Dep Recs	96.80

NORWAY

1993 High	1993 Low	July 9	Price Kroner
70	35	Aker A Free	66
139	78.50	Bergesen A	138
102.50	60	Dyno Ind	90
48.50	22	Elkem Free	48.50
161	119	Hafslund Nyc A Free	128
241	150	Kvaerner Free	240
107.50	69	Leif Hoegh	107.50
189.50	152.50	Norsk Hydro	184
128	87	Norske Skog A Free	112
217	163	Orkla Free	216
176	141	Rieber Son A	168
84	67	Saga Pet A Free	83
85	64.50	Saga Pet B Free	80.50
295	183	Schibsted	275
130	76	Storli B	126
93.50	60	Unitor	89
39	15	Vard	21.50
93	65	Vital Fors A Free	70

SPAIN

1993 High	1993 Low	July 9	Price Pts.
5,200	3,580	Alba (Corp Fin)	4,700
4,795	4,190	Argentaria	4,710
3,280	2,300	Banco Bilbao Viz	3,090
3,560	2,605	Banco Cntrl Hisp	3,550
4,115	3,800	Banco Exterior	4,070
15,400	10,520	Banco Popular	13,600
5,920	4,280	Banco Santander	5,740
2,690	1,850	Banesto	1,990
2,780	2,000	CEPSA	2,130
4,210	3,305	Carburos Metal	3,340
8,150	3,560	Cubiertas	6,610
2,010	1,200	Dragados	1,765
1,510	940	Ebro Agricolas	1,210
1,830	1,285	Electra Viesgo	1,800
4,750	3,675	Endesa (Br)	4,620
757	630	Fecsa	689
895	585	Grupo Duro Felg	618
2,375	1,900	Hidrol Cantabr	2,215
819	640	Iberdrola	781
5,000	3,900	Koipe	5,000
5,400	3,410	Mapfre	4,930
3,930	2,770	Metrovacesa	3,830
8,690	6,400	Portland Vald	7,910
3,380	2,605	Repsol	3,185
119	34	SNIACE	95
448	298	Sarrio	411
505	381	Sevillana Elec	471
4,480	3,360	Tabacalera A	3,810
1,450	1,135	Telefonica	1,405
740	400	Tudor	675
509	398	Union Fenosa	461
3,630	2,220	Union y el Fenix	2,970
944	560	Uralita	842
770	411	Urbis Ser 2	760
2,000	1,100	Vallehermoso	1,715
1,540	801	Viscofan	1,455

SWEDEN

1993 High	1993 Low	July 9	Price Kronor
365	316	AGA A	348
363	315	AGA B	343
489	373	Asea A	442
483	372	Asea B	440
154.50	127	Astra A	148
151.50	124.50	Astra B	141
360	295	Atlas Copco A	318
348	290	Atlas Copco B	317
265	193	Electrolux B	209
348	172	Ericsson B	348
105	83	Esselte A	93
103	82	Esselte B	93
373	310	Gambro B	355
233	135	Hennes&M B	178
38	25	Hufvuds A	34.50
207	162	Incentive A	186
207	162	Incentive B	183

SWEDEN (continued)

1993 High	1993 Low	July 9	Price Kronor
145	105	Investor A	120
144	103	Investor B	119
275	195	Mo Och Dom B	220
18	12	Nobel A	16
17	12.50	Nobel B	15.50
207	164	Procordia A	181
210	162	Procordia B	180
140	114	SCA A	123
138	113	SCA B	122
100	69	SKF A	100
101	68.50	SKF B	101
99	73.75	Sandviken A	94
98.75	73	Sandviken B	92.50
51.50	6	Skan Enskilda C	48
129	85	Skandia	122
118	76	Skanska B	118
360	251	Stora Kopp A	322
360	248	Stora Kopp B	322
107	31.50	Svlca Handl B	108
142	100	Sydkraft A	135
138	97	Sydkraft C	131
88.50	40	Trelleborg B	56.50
430	345	Volvo A	430
425	345	Volvo B	428

SWITZERLAND

1993 High	1993 Low	July 9	Price Frs.
214.50	97	Adia Intl (Br)	160.50
510	385	Alusuisse-Lnz Br	500
499	377	Alusuisse-Lnz Reg	490
2,070	1,550	Baloise (Reg)	2,010
840	688	Brown Boveri (Br)	823
169	136	Brown Boveri (Reg)	160
2,880	1,860	CS Hldgs (Br)	2,830
724	612	Ciba Geigy (Br)	700
672	581	Ciba Geigy (Reg)	658
2,920	2,090	Elektrowatt (Br)	2,850
1,870	1,500	Elvia	1,870
860	619	Fischer Geo (Br)	851
2,160	1,675	Forbo (Br)	1,980
698	514	Holderbank (Br)	682
537	370	Holvis Holz (Reg)	440
724	535	Jelmoli (Br)	712
142	100	Jelmoli (Reg)	141
610	465	Landis & Gyr (Reg)	515
489	290	Leu Hold (Br)	480
790	485	Motor-Colum (Br)	760
1,187	1,034	Nestle (Reg)	1,108
130	67.75	Oer-Buehrle (Reg)	122
1,350	1,150	Pargesa Hld (Br)	1,250
3,640	2,630	Pharma Vision (Br)	3,625
242	194	Pirelli (Br)	209
1,430	1,110	Richemont A (Br)	1,330
6,670	5,680	Roche (Br)	6,640
5,090	3,830	Roche (Genuss)	5,060
1,781	1,387	SGS Surveillnce(Br)	1,760br
1,296	1,130	SMH (Br)	1,285
268	146	SMH (Reg)	265
3,410	2,850	Sandoz (Br)	3,315
3,280	2,780	Sandoz (Ptg Cts)	3,075
3,330	2,790	Sandoz (Reg)	3,110
935	620	Schindler (PtgCts)	898
783	581	Sulzer (Reg)	750
442	304	Swiss Bank (Br)	441
214	146.50	Swiss Bank (Reg)	214
881	510	Swiss Reins (Ptg)	881
720	420	Swissair (Reg)	712
1,195	845	Union Bank (Br)	1,190
665	522	Winterthur (Reg)	595
1,360	1,000	Zurich Ins (Br)	1,265

SOUTH AFRICA

1993 High	1993 Low	July 9	Price Rand
9.65	7.80	ABSA	9.45
12	5.80	AECI	11.30
140	103	Allied Tech	103
107	79	Anglo Am Coal	105
151	86.75	Anglo Am Corp	141
388	139	Anglo Am Gold	345
100	74.75	Angloval N	89
49.50	41	Barlow Rand	48
30	8.75	Beatrix	27.10
80	18	Buffels	59
29	26.25	CNA Gallo	29
88	57.50	De Beers/Centenary	88
11.25	2.50	Deelkraal Gold	9.75
64.50	29.25	Driefontein	60
13.50	3.50	East Rand Gold	11.75
38.50	6.50	Elandsrand Gold	35
53	38.50	Engen	40.60
65.60	54.50	First Nat Bank	63.50
80	22	Free State Cons Gold	53.75
12.10	8.10	Gencor	11.70
115	83	Gold Fields SA	110
28	8.75	Harmony Gold	22
29.50	6.80	Hartebeest	26.50
12.60	8.25	Highveld Steel	12.60
1.58	0.62	ISCOR	1.52
86	24.25	Kinross Gold	84
65	24	Kloof Gold	59.38
69	56	Liberty Life SA	65.75
44.25	36	Malbak	42.25
26.75	16.65	Nedcor	22.75
8	6.20	O K Bazaars	6.70
82	66	Palabora Mng	69
56	47	Premier Gp	54.60
45.60	11	Randfontein	43
27.50	23.20	Rembrandt Grp	25
20	16.50	Rembrandt Cntrl	19
85	67.75	Rust Plat	79.25
100	71	Safmarine & Rennie	76.50
142.50	115	Smith (CG) Ltd	127
63.75	54	SA Brewers	62.75
23.50	17	SA Man Amcor	23.25
131	34.50	Southvaal	123
50	40	Tiger Oats	41.75
26	17.25	Tongaat Hulett	23
375	138.50	Vaal Reefs	345
20	1.90	Western Areas	18.25
170	43.50	Western Deep	158
66	24	Winkelhaak	62

JAPAN

1993 High	1993 Low	July 9	Price Yen
1,410	1,130	Ajinomoto	1,340
675	461	Akebono Brake Ind	620
1,200	950	All Nippon Airways	1,140
1,360	785	Alps Electric	1,210
1,250	892	Amada Co	1,140
1,600	1,090	Amano Corp	1,390
784	615	Ando Construction	690
1,280	710	Anritsu	1,110
633	409	Aoki Corp	530
7,200	5,243	Aoyama Trading	6,690
6,320	3,380	Arabian Oil Co Ltd	5,740
1,330	799	Asahi Bank	1,290
1,290	985	Asahi Breweries	1,240
735	533	Asahi Chemical	690
1,240	855	Asahi Glass	1,100
535	313	Asahi Optical	480
580	381	Asics Corp	504
720	492	Atsugi Nylon	630
1,050	741	Banyu Pharm	995
1,440	1,120	Bridgestone	1,200
625	369	Brother Ind	560
3,350	2,670	CSK	3,010
1,340	935	Calpis Food	1,180
635	445	Calsonic	550
1,590	1,270	Canon	1,340
3,030	1,940	Canon Sales	2,930
1,140	865	Casio Computer	1,040
630	280	Central Finance	560
510	325	Central Glass	460
1,150	832	Chiba Bank	1,100
1,870	1,550	Chiyoda Corp	1,690
736	490	Chiyoda Fire & M	672
3,490	2,290	Chubu El Pwr	3,000
1,580	1,150	Chugai Pharm	1,440
3,140	2,190	Chugoku El Power	2,880
2,016	1,520	Chuo Tst & Bkg	1,590
1,170	919	Citizen Watch	938
876	698	Cosmo Oil	861
840	498	Daicel Chemical	567
627	339	Daido Steel	562
1,220	790	Daiei Inc	1,110
1,790	1,130	Daifuku	1,450
2,260	1,830	Dai Ichi Kangyo Bk	2,250
1,790	1,490	Daiichi Pharm	1,620
1,080	838	Daikin Inds	911
1,350	893	Daikyo Inc	1,100
735	465	Daimaru Inc	632
575	347	Dai Nippon Ink	527
1,480	1,080	Dai Nippon Pharma	1,310
1,780	1,240	Dai Nippon Print	1,610
547	340	Dai Nippon Toryo	472
2,150	1,530	Daishowa Paper	1,680
870	608	Dai Tokyo F&M	798
1,200	845	Daiwa Bank	1,150
1,710	1,280	Daiwa House	1,450
1,490	812	Daiwa Sec	1,240
3,950	2,050	Denny's Japan	3,740
730	457	Dowa Fire & Mar	679
678	512	Dowa Mining Co	612
1,460	1,100	Ebara Corp	1,300
1,630	1,360	Eisai	1,690
1,240	1,020	Ezaki Glico	1,110
4,440	2,650	Fanuc	3,820
759	448	Fudo Construction	640
2,480	1,680	Fuji Bank	2,450
580	420	Fuji Electric	519
2,900	2,460	Fuji Film	2,580
734	565	Fuji Fire & Marine	707
422	301	Fuji Heavy Ind	379
635	488	Fuji Spinning	589
1,060	475	Fujikura	895
1,170	780	Fujisawa Pharm	1,010
2,440	1,890	Fujita Kanko	1,910
820	502	Fujitsu	740
782	378	Furukawa Elect	627
1,180	620	Gakken	980
1,250	890	Gen Sekiyu	1,230
740	500	Godo Shusei	625
1,390	1,090	Green Cross	1,320
760	380	Gun-Ei Chemical	641
749	562	Gunze	678
718	497	Hankyu Corp	680
598	392	Hanshin El Rwy	555
898	622	Haseko	759
1,400	985	Hattori Seiko	1,350
612	444	Hazama Corp	480
1,030	675	Heiwa Real Est	905
899	670	Hino Motors	880
5,420	3,680	Hirose Electric	4,900
780	580	Hiroshima (Bank)	749
936	670	Hitachi	841
878	549	Hitachi Cable	765
2,010	1,210	Hitachi Credit	1,950
980	780	Hitachi Koki	890
1,970	1,370	Hitachi Maxell	1,770
1,170	729	Hitachi Metals	1,040
714	389	Hitachi Sales	629
646	469	Hitachi Zosen	574
3,110	2,140	Hokkaido Elect Pwr	3,050
725	423	Hokkaido Takush	695
833	609	Hokuriku Bank	830
3,150	2,280	Hokuriku El Pwr	2,900
1,510	1,230	Honda Motor	1,330
857	398	Honshu Paper	586
2,390	2,010	House Food Ind	2,280
1,950	1,480	Hoya Corp	1,710
570	378	IHI	481
1,080	410	Ihara Chemical	822
908	677	Ikegami Tsushinki	815
1,200	789	Inax	1,130
3,060	2,220	Indust Bank Japan	3,050
470	258	Iseki & Co	389
2,500	1,510	Isetan	1,580
485	301	Ishihara Sangyo	420
959	368	Isuzu Motors	487
606	370	Itochu	542
810	715	Itoham Foods	863
4,690	3,340	Ito Yokado	4,430
659	310	Iwatsu Elec	575
1,900	1,270	Izumiya	1,890
792	461	JEOL	686
2,390	1,649	JGC Corp	2,010
336	245	Janome Sewing Mach	306
904	546	JAL	780
637	505	Japan Metals & Chem	690
1,880	1,130	Japan Radio	1,610
549	373	Japan Steel Works	495
980	678	Japan Storage Batt	840
709	413	Japan Syn Rubber	640
1,320	930	Japan Wool	1,100
2,050	1,380	Jusco	2,000
12,000	7,440	KDD	10,100
1,330	960	Kagome	1,200
856	686	Kajima	811
1,700	1,219	Kaken Pharm	1,680
3,200	1,818	Kandenko	2,800
467	370	Kanebo	422
732	508	Kaneka	648
580	357	Kanematsu Corp	510
3,490	2,200	Kansai El Power	2,950
615	390	Kansai Paint	523
1,330	1,100	Kao Corp	1,240
481	323	Kawasaki Heavy Ind	413
445	300	Kawasaki Kisen	371
399	273	Kawasaki Steel	343
802	600	Keihin Elec Express	743
710	490	Keio Teito El Rw	680
1,118	870	Kikkoman	980
2,840	1,635	Kinden	2,100
837	640	Kinki Nipp Railway	837
1,480	1,130	Kirin Brewery	1,280
374	263	Kobe Steel	333
1,030	734	Koito Manf	907
2,330	1,400	Kokusai Electric	2,030
2,780	2,150	Kokuyo	2,580
910	625	Komatsu	821
770	695	Konica	702
831	574	Koyo Seiko Co	717
708	526	Kubota Corp	640
625	438	Kumagai-Gumi	510
632	330	Kurabo Ind	436
1,250	980	Kuraray	1,140
625	371	Kureha Chemical	585
2,460	1,690	Kurita Water	2,300
5,850	3,770	Kyocera	5,500
614	336	Kyodo Shiryo	570
1,320	960	Kyotaru	1,050
1,190	910	Kyowa Hakko	1,120
3,210	2,280	Kyushu El Power	3,000
780	549	Lion Corp	732
1,100	740	Long Term Credit	1,090
1,070	790	Maeda Corp	986
840	530	Makino Milling	730
1,969	1,590	Makita Corp	1,880
523	337	Marubeni	477
936	745	Marudai Food	885
1,730	1,030	Marui	1,520
2,150	1,840	Maruichi Steel	1,980
1,420	985	M'shita El Ind	1,270
1,240	888	M'shita El Wk	1,090
2,290	1,690	M'shita Kotb	1,910
909	465	M'shita Refrig	603
625	398	Mazda Motor Corp	469
1,150	787	Meiji Milk	1,030
788	590	Meiji Seika	705
930	695	Mercian Corp	830
2,390	1,800	Mikuni Coca Cola	2,110
629	371	Minebea	556
495	311	Minolta Camera	480
1,280	920	Misawa Homes	1,120
2,840	2,200	M'bishi Bk	2,830
1,120	813	M'bishi Corp	1,050
634	443	M'bishi Elec	583
1,280	855	M'bishi Estate	1,030
542	345	M'bishi Gas Chem	516
749	490	M'bishi Heavy Ind	658
542	370	M'bishi Kasei	506
538	395	M'bishi Materials	491
880	621	M'bishi Motors	780
1,160	843	M'bishi Oil	972
704	510	M'bishi Paper	638
962	625	M'bishi Petchem	739
614	413	M'bishi Plastics	520
470	308	M'bishi Rayon	414
821	636	M'bishi Steel	719
1,390	835	M'bishi Tr&Bk	1,250
1,840	1,190	M'bishi Warehouse	1,800
714	395	Mitsuboshi Belting	609
786	537	Mitsui Co	747
484	347	Mitsui Eng Ship	414
1,480	942	Mitsui Fudosan	1,280
954	771	Mitsui Marine	880
583	406	Mitsui Mng & Sm	528
480	331	Mitsui Osk Line	437
815	510	Mitsui Petchem	750
874	571	Mitsui Soko	805
446	315	Mitsui Toatsu	423
1,140	719	Mitsui Tr&Bk	995
864	665	Mitsukoshi	864
1,780	1,090	Mitsumi Elec	1,550
890	435	Miyaji Iron Works	789
1,180	783	Mizuno Sporting	1,100
3,200	2,680	Mochida Pharm	2,800
734	505	Morinaga Milk	650
2,290	1,600	Mori Seiki	2,130
2,980	2,180	Murata Manufact	2,940
1,080	681	NEC Corp	957
1,220	890	NGK Insulators	1,110
1,160	886	NGK Spark Plug	1,030
846	461	NHK Spring	553
389	235	NKK Corp	317
892	500	NOK Corp	732
868	489	NSK	657
630	443	NTN Toyo Bearing	576
531	331	Nachi Fujikoshi	444
1,180	745	Nagasakiya	940
1,180	870	Nagase	1,150
688	444	Nagoya Railroad	624
1,970	1,600	National House	1,780
1,580	1,130	Nichii	1,490
805	645	Nichirei	754
950	710	Nihon Cement	862
657	384	Nihon Nosan	539
900	670	Nihon Parkerizing	785
595	420	Niigata Eng	530
569	358	Nikko Kyodo	536
1,180	603	Nikko Sec	1,060
1,090	881	Nikon Corp	945
10,900	9,010	Nintendo	9,140
6,390	4,270	Nippon Credit Bank	6,390
550	363	Nippon Denko	497
1,830	1,400	Nippon Denso	1,590
1,840	971	Nippon El Glass	1,350
1,090	701	Nippon Express	999
804	640	Nippon Fire	755
679	549	Nippon Flour Mills	618
2,540	1,990	Nippon Hodo	2,080
855	628	Nippon Kayaku	800
808	585	Nippon Light Metal	733
1,860	1,483	Nippon Meat Pack	1,580
898	679	Nippon Oil	800
709	489	Nippon Paint	587
675	450	Nippon Paper	629
1,460	1,130	Nippon Road	1,280
643	378	Nippon Sanso	546
1,400	1,040	Nippon Sharyo	1,300
866	415	Nippon Sheet Glass	595
1,040	600	Nippon Shinpan	913
1,860	1,280	Nippon Shinyaku	1,690
1,790	1,200	Nippon Signal	1,630
625	462	Nippon Soda	561
420	278	Nippon Steel	361
649	400	Nippon Suisan	502
21,500	12,800	Nippon T V Network	19,900
1,090,000	821,000	NTT	884,000
848	395	Nippon Yakin	588
671	446	Nippon Yusen	603
708	516	Nippon Zeon	626
1,360	950	Nishimatsu Constr	956
622	310	Nissan Diesel	556
660	580	Nissan Motor	695
1,580	1,090	Nissei Sangyo	1,320
1,280	971	Nisshin Flour	1,130
1,160	934	Nisshin Oil	960
602	272	Nisshin Steel	433
1,110	880	Nisshinbo Ind	948
495	381	Nissho Iwai	469
1,220	780	Nissin Electric	1,080
3,050	2,020	Nissin Food	2,770
1,010	500	Nitsuko	850
469	343	Nitto Boseki	418
1,410	980	Nitto Denko	1,330
2,260	1,410	Nomura Sec	1,970
1,060	806	Noritake	967
846	668	Odakyu Electric Rwy	835
737	475	Ohbayashi-Gumi	580
1,100	800	Oji Paper	1,030
547	316	Oki Electric	488
1,110	775	Okuma Corp	974
969	681	Okumura-Gumi	790
1,310	1,010	Olympus	1,220
1,570	984	Omron Corp	1,400
684	512	Onoda Cement	609
6,150	5,130	Ono Pharm	5,500
1,320	1,040	Onward Kashiyama	1,210
930	800	Orient Corp	805
3,510	2,180	Orix Corp	3,360
594	410	Osaka Gas	516
823	601	Penta Ocean	678
2,710	1,910	Pioneer Elec	2,430
583	365	Prima Meat Pack	525
699	403	Renown	636
837	527	Ricoh	765
3,310	1,790	Rohm	3,200
1,520	660	Royal	1,420
690	422	Ryobi	619
1,799	1,110	Sakura Bank	1,620
732	511	Sanden	610
2,570	2,270	Sankyo	2,430
2,670	912	Sanrio	2,230
2,390	1,450	Sanwa Bank	2,390
1,110	765	Sanwa Shutter	970
489	342	Sanyo Electric	442
1,130	830	Sapporo Brews	1,030
6,530	5,360	Secom	6,260
11,000	9,100	Sega Ent	9,920
3,690	2,100	Seibu Railway	3,690
1,980	1,240	Seino Transport	1,690
1,210	800	Seiyo Food Sys	1,170
1,500	1,080	Seiyu	1,320
1,030	675	Sekisui Chemical	918
1,330	925	Sekisui House	1,230
569	300	Settsu Corp	479
7,480	6,054	Seven-Eleven	7,230
1,380	928	Sharp	1,320
3,220	2,150	Shikoku Elect Pwr	3,020
1,030	795	Shimizu Corp	826
1,890	1,470	Shin-Etsu Chem	1,730
1,160	695	Shionogi	1,090
1,500	1,250	Shiseido	1,430
1,370	1,050	Shochiku	1,220
658	413	Shokusan Jutaku	548
600	410	Showa Aluminium	530
415	264	Showa Denko	348
749	480	Showa Elec Wire	648
609	476	Showa Sangyo	534
1,510	757	Showa Shell Sek	1,080
1,700	1,170	Skylark	1,500
851	607	Snow Brand Milk	816
5,100	3,850	Sony	4,350
824	558	Stanley Electric	794
601	378	Sumitomo Bakelite	575
2,360	1,680	Sumitomo Bank	2,380
692	502	Sumitomo Cement	600
519	416	Sumitomo Chemical	453
923	690	Sumitomo Corp	840
1,250	783	Sumitomo Elect	1,150
517	354	Sumitomo Heavy	473
478	297	Sumitomo Light M	414
1,030	795	Sumitomo Marine	928
371	256	Sumitomo Metal Ind	333
1,160	831	Sumitomo Metal Mng	1,080
824	520	Sumitomo Realty	747
1,400	740	Sumitomo Tr&Bk	1,240
839	565	Sumitomo Warehouse	790
1,040	800	Suzuki Motor	900
4,250	2,980	TDK Corp	3,720
618	596	Taisei Corp	654
2,220	1,801	Taisho Pharm	2,090
826	398	Taiyo Fishery	480
834	430	Takaoka Electric	700
758	506	Takara Shuzo	684
1,350	856	Takashimaya	1,300
1,430	1,190	Takeda Chem	1,330
1,090	790	Tanabe Seiyaku	1,010
510	372	Teijin	482
958	641	Teikoku Oil	836
1,270	612	Tekken Corp	1,020
811	580	Toa Gosei Chem Ind	683
636	405	Tobishima Corp	625
878	660	Tobu Railway	830
825	560	Toda Corp	740
790	630	Toei	734
21,500	12,000	Toho	18,900
3,400	2,240	Tohoku Elect Power	3,180
1,530	930	Tokai Bank	1,440
658	382	Tokai Carbon	495
880	348	Tokico	800
1,430	1,060	Tokio Marine	1,300
636	385	Tokuyama Soda	580
1,570	1,170	Tokyo (Bank)	1,560
1,510	926	Tokyo B'casting	1,400
2,570	1,620	Tokyo Dome	2,220
4,450	2,440	Tokyo El Pwr	3,620
2,970	1,800	Tokyo Electron	2,780
618	398	Tokyo Gas	530
870	500	Tokyo Rope	753
2,920	2,100	Tokyo Steel	2,850
1,930	1,280	Tokyo Style	1,790
785	385	Tokyu Car	710
1,040	580	Tokyu Corp	851
780	350	Tokyu Land	650
1,610	1,200	Tonen Corp	1,460
1,390	1,000	Toppan Printing	1,220
723	584	Toray Ind	645
778	555	Toshiba Elect	673
1,430	834	Toshiba Eng&Constr	1,230
777	505	Toshiba Machinery	653
988	759	Toshoku	898
432	310	Tosoh Corp	375
1,970	1,580	Toto	1,680
664	440	Toyo Construct	550
1,880	1,460	Toyoda Autom Loom	1,830
649	410	Toyo Ink	574
902	656	Toyo Kanetsu	776
3,500	2,800	Toyo Seikan	3,080
1,760	1,310	Toyota Motor	1,550
590	340	Toyo Tire&Rub	508
1,370	748	Toyo Tst & Bkg	1,240
438	317	Toyobo	400
876	437	Tsubakimoto Chain	584
801	360	Tsugami	505
475	310	UBE Inds	425
436	303	Unitika	385
1,160	765	Victor (JVC)	1,050
1,220	860	Wacoal	1,150
1,320	885	Yamaha Corp	1,180
975	755	Yamaha Motor	850
914	467	Yamaichi Securities	835
2,580	2,220	Yamanouchi	2,280
1,690	1,180	Yamatake Honeywell	1,480
1,510	1,060	Yamato Kogyo	1,230
1,120	865	Yamato Transport	1,100
1,970	1,570	Yamazaki Baking	1,840
1,720	1,270	Yaohan Japan	1,530
910	711	Yasuda Fire	830
1,050	855	Yasuda Tst & Bkg	990
583	355	Yasukawa Elec	520
1,020	684	Yokogawa Elec	965
1,220	918	Yokohama (Bank)	1,160
701	519	Yokohama Rubber	639
1,390	820	Yomiuri Land	1,150
1,170	720	Yoshitomi Pharm	1,090
787	525	Yuasa Corp	700
732	425	Zexel Corp	698

AUSTRALIA

1993 High	1993 Low	July 9	Price Aust$
4.15	3.45	Aberfoyle	4.06
8.60	7.46	Amcor	8.30
5.10	3.88	Ampolex	4.95
10	8.50	Arnotts	10
2.35	1.24	Ashton	2.34
3.85	2.85	ANZ Bank	3.82
3.56	2.80	Aust Gas Light	3.39
1.91	1.45	Aust Nat Inds	1.48
15.12	12.58	BHP	14.36
3.23	2.42	BTR Nylex	2.94
3.30	2.60	Boral	2.95
0.80	0.38	Boug'ville Copper	0.77
17.04	12.24	Brambles Inds	12.52
0.60	0.44	Bridge Oil	0.51
0.93	0.67	Brierley Invs	0.90
4.20	3.55	Burns Philp	4.01
4.80	4.07	CSR	4.35xd
14.06	12.36	CRA	13.60
2.60	2.02	Caltex Aust	2.31
2.42	1.96	Carter Holt Hrvy	2.37
8.40	7.15	Coca Cola Amatil	8.40
5.31	4.42	Coles Myer	5.15
3.85	3	Comalco	3.85
8.95	6.85	Comm Bk Aust	8.94
1.13	0.75	Crusader	0.95
0.72	0.35	Dominion Mng	0.67
4	3.02	Email	4
1.40	1.10	Energy Res	1.34
0.70	0.39	FAI Insurances	0.67
2.30	1.59	Fairfax	2.25
2.37	1.68	Fletcher Chllnge	2.37
1.46	1.11	Fosters Brewing	1.12
2.60	2.08	Gen Prop Tst	2.58
2.73	2.03	GIO Australia	2.57
1.44	0.83	Gld Mns Kalgoorlie	1.34
1.76	1.40	Goodman Fielder	1.48
2.79	2.20	Hardie (J)	2.37
1.48	0.68	Highlands Gold	1.30
2.40	0.70	Homestake Gold	2.26
7.40	5.70	ICI Aust	7.20xd
2.70	1.42	Kidston Gold	2.67
16.30	13.86	Lend Lease	15.08xd

AUSTRALIA (continued)

1993 High	1993 Low	July 9	Price Aust$
3	2.62	Lion Nathan	2.79
2.84	1.61	MIM	2.03
7.84	6.16	Mayne Nickless	7.52
3.70	1.95	Metal Manuf	3.56
10.14	7.38	Nat Aust Bank	9.98
5.20	2	Newcrest Mining	4.86
8	6.75	News Corp	7.96
3.78	2.83	Nine Network	3.56
2.30	1.16	Normandy Poseidon	2.30
3	2.06	North BH Peko	2.97
5.85	4.69	Pacific Dunlop	4.70
1.80	0.85	Pancontinental	1.61
1.27	0.86	Pasminco	1.06
2.85	2.19	Pioneer Intl	2.22
3.68	1.25	Placer Pacific	3.57
6.60	2.27	Plutonic Res	6.20
4.10	1.47	Poseidon Gold	4.03
1.82	1.08	QCT Resources	1.48
4.20	2.65	Renison Gold	3.80
7.24	5.18	Rothmans Aust	6.80
3.83	2.94	SA Brewing	3.83
3.73	2.50	Santos	3.54
6.65	5.06	Smith (Howd)	6.34
6.25	4.15	Sons of Gwalia	6.20
3.35	2.83	Stockland Tst	3.27
1.34	0.89	TNT	1.30
2.80	1.63	Telecom Corp NZ	2.80
[illegible]	[illegible]	Wesfarmers	5.80
6.02	4.04	Western Mining	5.92
7.20	4.55	Westfield Hdg	7.08
2.67	2.26	Westfield Trust	2.05
3.69	2.75	Westpac	3.66
3.75	3.08	Woodside Pet	3.38

HONG KONG

1993 High	1993 Low	July 9	Price H.K.$
8.45	6.15	Amoy Props	7.35
39.25	27.75	Bank East Asia	38.25
11.30	8.50	Cathay Pacific	10.30
28.80	18.60	Cheung Kong	26.40
41	32	China Light	38.50
43.25	31	China Motor	42.75
19.80	13.10	CITIC Pacific	15.70
19.90	17	Cross Harbour	19.60
14	10	Dairy Farm Intl	13.70
3.96	3.38	Evergo	3.70
4.20	2.92	Great Eagle	3.70
21.10	14.70	Guoco	20.10
76	54.50	HSBC	74.50
13.60	8.80	Hong Lung Dev	11.30
60.50	40	Hang Seng Bank	57.50
10.50	8.85	Harbour Centre	10.20
4.80	3.35	Henderson Inv	4.10
24.10	14.20	Henderson Land	21.40
15.10	13.90	HK & China Gas	14.10
7.70	5.45	HK & Shanghai Hotel	7.25
34.60	20	HK Aircraft	31.25
19	15	HK Electric	17.80
17.10	11.70	HK Land	16
14.50	9.55	HK Realty & Tr A	13.50
12	9	HK Telecom	10.50
5.50	4.25	Hopewell Hldgs	4.50
22.80	14.60	Hutchison Wpa	20.90
17.40	12.10	Hysan Dev	16.40
8.60	6.30	Jardine Intl Mtr	7.15
62	41.75	Jardine Math	58.50
27.40	19.50	Jardine Strategic	24.90
12.80	8.75	Kowloon Motor	11.70
8.70	6.75	Mandarin Orient	8
23.30	15	New World Dev	19.70
25.50	18.80	Realty Dev A	24.40
40.50	26.70	SHK Props	38.25
11.70	5.65	Shaw Bros	9.55
2.37	1.67	Shell Elec Mfg	1.94
11.40	7.95	Sime Darby	8.70
4.75	3.87	Sth China Mg Post	4.72
4.30	2.98	Sun Hung Kai Co	3.52
42.25	28.70	Swire Pacific A	40.25
7.15	4.80	Swire Pacific B	6.80
23	11.40	Tele Broadcast	20.20
21.50	15	Wharf Holdings	20
11.80	7.60	Wing On Co	10.40
13.80	11.80	Winsor Ind	13.20
9.65	6.50	World Intl	9.45

MALAYSIA

1993 High	1993 Low	July 9	Price MYR
5.25	2.40	Boustead	4.82
12.90	6.30	Hong Leong Credit	12.60
12.40	8.55	Malayan Banking	12.30
3.96	2.49	Malayan Utd Ind	3.42
3.38	1.55	Multi Purpose	2.13
2.32	1.40	Public Bank	1.88
5.30	4.18	Sime Darby	4.86

SINGAPORE

1993 High	1993 Low	July 9	Price S$
12.10	11.10	DBS	11.30
13.10	10	Fraser & Neave	12.90
12.50	8.50	Genting	12.10
3.50	2.71	Gdman Fldr Asia	2.75
3.42	2.30	Haw Par	2.98
7.15	5.40	Inchcape	5.75
8.45	6.40	Keppel Corp	7.70
13	11	OCBC	12.10
5.40	4.68	OUB	5.20
10.70	8.45	S'pore Air Free	9.85
10.90	8.40	Singapore Press	10.40
3.28	2.88	Straits Trading	2.97
3.50	2.45	Tat Lee Bank	3.20xr
7.80	6.60	UOB	7.70

Prices supplied by Telekurs

NOTES - Prices on this page are as quoted on the individual exchanges and are mostly last traded prices. (u) unavailable. ≠ Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all.

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FT MANAGED FUNDS SERVICE

● FT Cityline Unit Trust Prices: dial (0891 or 0336) 430000, enter 4 and key in the five digit code listed below. Calls are charged at 36p/minute cheap rate and 48p/minute at all other times. International access available by subscription only. For more details call the FT Cityline Help Desk on (071) 873 4378.

AUTHORISED UNIT TRUSTS

Guide to pricing of Authorised Unit Trusts

Compiled with the assistance of Lautro §§

INITIAL CHARGE: Charge made on sale of units. Used to defray marketing and administrative costs, including commission paid to intermediaries. This charge is included in the price of units.

OFFER PRICE: Also called issue price. The price at which units are bought by investors.

BID PRICE: Also called redemption price. The price at which units are sold back by investors.

CANCELLATION PRICE: The minimum redemption price. The maximum spread between the offer and bid prices is determined by a formula laid down by the government. In practice, most unit trust managers quote a much narrower spread. As a result, the bid price is often set above the cancellation price. However, the bid price might be moved to the cancellation price by the managers at any time, usually in circumstances in which there is a large excess of sellers of units over buyers.

TIME: The time shown alongside the fund manager's name is the time of the unit trust's valuation point unless another time is indicated by the symbol alongside the individual unit trust name. The symbols are as follows: (✝) - 0001 to 1100 hours; (♦) - 1101 to 1400 hours; (▲) - 1401 to 1700 hours; (#) - 1701 to midnight. Daily dealing prices are set on the basis of the valuation point; a short period of time may elapse before prices become available.

HISTORIC PRICING: The letter H denotes that the managers will normally deal on the price set on the most recent valuation. The prices shown are the latest available before publication and may not be the current dealing levels because of an intervening portfolio revaluation or a switch to a forward pricing basis. The managers must deal at a forward price on request, and may move to forward pricing at any time.

FORWARD PRICING: The letter F denotes that the managers deal at the price to be set on the next valuation. Investors can be given no definite price in advance of the purchase or sale being carried out. The prices appearing in the newspaper are the most recent provided by the managers.

SCHEME PARTICULARS AND REPORTS: The most recent report and scheme particulars can be obtained free of charge from fund managers.

Other explanatory notes are contained in the last column of the FT Managed Funds Service.

§§ Life Assurance and Unit Trust Regulatory Organisation,
Centre Point,
103 New Oxford Street, London WC1A 1QH
Tel: 071-379-0444.

FT MANAGED FUNDS SERVICE

● FT Cityline Unit Trust Prices: dial (0891 or 0336) 430000, enter 4 and key in the five digit code listed below. Calls are charged at 36p/minute cheap rate and 48p/minute at all other times. International access available by subscription only. For more details call the FT Cityline Help Desk on (071) 873 4378.

	Init Chrge	Canc Price	Bid Price	Offer Price	Yield Gr's	City-Line
Sheppards Unit Trust Mngmt Ltd (1200)F						
1 White Hart Yard, London Bridge SE1 071-407 5966						
Income	5	367.29	367.29	422.60	4.18	[illegible]
Global Inc	5	61.7	61.7	65.64	2.98	[illegible]
Brit Leaders	5	308.06	308.06	327.72	2.16	[illegible]
Intl Leaders	5	194.29	194.29	206.69	0.63	[illegible]
F Am Min Bal Grth Inc ♥	3¼	54.97	58.49	58.69	2.69	[illegible]
Singer & Friedlander UT Mgmt Ltd (1000)F						
PO Box 224, Beckenham, BR3 4TF 081-663 3003						
European Trust	6	63.11	63.27	66.67	1.19	[illegible]
Far Eastern Tst	6	62.77	63.62xd	67.69	0.44	[illegible]
Smaller Cos	6	155.9	160.5xd	170.8	1.52	[illegible]
Smith & Williamson Unit Tst Mgrs (1600)F						
1 Riding House St, London W1A 3AS 071-637 5377						
S & W American ♦	5	262.4	262.6	279.1	0.85	[illegible]
S & W Capital	5	119.3	119.3	127.6	1.69	[illegible]
S & W Cash ♦	0	101.32	101.32	101.32	5.36	[illegible]
S & W European	5	113.8	113.8xd	120.4	0.97	[illegible]
S & W Far Eastern	5	148.4	148.7	158.4	0.00	[illegible]
S & W Growth	5	126.0	127.9	135.3	1.28	[illegible]
S & W Income	5	114.6	115.7	122.4	4.60	[illegible]
S & W Magnum	5	124.0	124.0xd	133.0	1.64	[illegible]
S & W Smlr Secs	5	322.5	328.4	348.6	0.37	[illegible]
S & W Thoroughbred	5	148.4	145.4xd	156.0	1.57	[illegible]
Sovereign Unit Tst Mngrs Ltd (1000)F						
12 Christchurch Rd, Bournemouth 0202 298422						
Cash	1	49.84	49.84	50.34	5.3	[illegible]
Contd Prtfolios	5¼	58.72	57.18	60.99	7.7	[illegible]
Ethical	5½	52.66	53.55	56.98	3.9	[illegible]
European Growth	5½	58.72	59.07xd	63.00	2.9	[illegible]
Income	5½	52.84	53.25	56.83	5.5	[illegible]
Intl Growth	5½	81.33	81.85	87.30	2.9	[illegible]
Managed	5½	69.78	70.61xd	75.21	3.6	[illegible]
UK Growth	5½	56.51	57.12	60.92	4.4	[illegible]
Standard Life Tst Mgmt Ltd (0730)H						
3 George St, Edinburgh EH2 2XZ 0800 393777						
Managed Acc	5¼	43.96	43.96	46.71	1.66	[illegible]
UK Equity Gth Acc	5¼	56.87	59.63	63.36	1.56	[illegible]
UK Eq High Inc Inc	5¼	35.23	35.23	37.44	3.89	[illegible]
UK Eq High Inc Acc	5¼	41.84	41.84	44.46	3.89	[illegible]
UK Equity Gen Acc	5¼	53.49	54.48	57.89	2.28	[illegible]
UK Equity Gen Inc	5¼	40.50	41.28	43.84	2.28	[illegible]
UK Larger Cos Acc F	7½	367.4	372.3	404.0	3.83	[illegible]
UK Larger Cos Inc F	7½	282.1	285.9	310.3	3.83	[illegible]
Gilt & Fxd Int Inc	5¼	31.02	31.11	32.90	8.36	[illegible]
O'seas Lrg Cos Acc F	7½	274.9	279.7	303.5	1.48	[illegible]
Nth American Acc	5¼	43.02	43.23	45.94	0.58	[illegible]
Far East Acc	5¼	55.86	55.86	59.36	0.23	[illegible]
European Acc	5¼	41.51	41.51	44.11	1.18	[illegible]
State Street Unit Trust Mngmt Ltd (1400)F						
28 King Street, London SW1 6QW 071-344 7000						
Global A	5¼	[illegible]	3.580	3.803	1.25	-
US Equities (u)	5¼	$2.078	2.078	2.208	1.21	-
Far East Equities (u)	5¼	Y231.4	232.8	247.3	-	-
Japan Equities (u)	5¼	Y236.6	239.3	254.2	-	-
FT Europe (u)	5¼	110.6	110.9	117.8	2.21	-
FT North American (u)	5¼	$1.693	1.693	1.798	1.33	-
FT Japan (u)	5¼	Y236.6	238.1	250.7	-	-
FT Asia Ex Japan (u)	5¼	$1.876	1.894	2.012	1.60	-
Stewart Ivory Unit Tst Mgrs Ltd (1200)H						
45 Charlotte Sq, Edinburgh 031-226 3271						
American ♥	5	339.7	339.7	362.3	0.32	[illegible]
(Accum Units) ♥	5	400.5	400.5	427.2	0.32	[illegible]
British	5	936.2	935.2	989.4	4.14	[illegible]
(Accum Units)	5	1639.4	1639.4	1734.4	4.14	[illegible]
Euro Growth Acc	5¼	72.73	72.73xd	77.54	0.57	[illegible]
Far East Gwth Acc	5¼	112.76	112.76xd	120.69	0.00	[illegible]
Japan Growth Acc	5¼	110.86	110.86	118.42	0.00	[illegible]
UK Growth Acc	5¼	67.50	67.50	72.19	1.37	[illegible]
UK Income Acc	5¼	67.29	67.29xd	71.97	3.13	[illegible]
UK Income Inc	5¼	47.23	47.23xd	50.61	3.13	[illegible]
Mngd Extra Income Inc	5¼	30.36	30.36xd	32.48	3.76	[illegible]
Mngd Extra Income Acc	5¼	33.97	33.97xd	36.31	3.76	[illegible]
Mngd Growth Acc	5¼	62.76	62.76	66.53	1.11	[illegible]
Mngd High Yield Inc	5¼	73.20	73.20	78.29	3.92	[illegible]
Mngd High Yield Acc	5¼	89.06	89.06	95.25	3.92	[illegible]
Mngd Inc & Gth Inc	5¼	69.34	69.24	74.05	3.07	[illegible]
Mngd Inc & Gth Acc	5¼	81.00	81.00	86.63	3.07	[illegible]
Mngd W'wide Growth	5¼	30.74	30.92	33.07	0.37	[illegible]
UK Smaller Cos	5¼	29.04	29.84	31.91	1.74	[illegible]
Pacific Growth Portfolio	5¼	35.11	35.45	37.91	0.40	[illegible]
Swiss Life Unit Tst Man Co Ltd (1200)F						
Admin: 5 Rayleigh Road, Hutton, Brentwood, Essex						
Enquiries: 0277 227300 Dealing: 0277 261010						
Equity Dist	6½	495.60	505.30xd	537.50	2.22	[illegible]
Equity Acc	6½	736.50	755.60	799.60	2.22	[illegible]
Fixed Int Dist	6½	120.50	123.90xd	128.40	7.23	[illegible]
Fixed Int Acc	6½	304.80	313.50	324.90	7.23	[illegible]
UK Index Track Dist	5	114.90	117.10xd	123.90	3.06	[illegible]
UK Index Track Acc	5	126.20	130.70	140.40	3.06	[illegible]
TSB Unit Trusts (1200)F						
Charlton Pl, Andover, Hants. SP10 1RE 0264 346794						
TSB American	5	209.99	210.61	224.27	0.06	[illegible]
Do Accum	5	230.84	231.54	246.32	0.06	[illegible]
TSB Brit Growth	5	83.83	84.02	90.34	1.96	[illegible]
Do Accum	5	98.64	99.91	106.29	1.96	[illegible]
TSB European	5	90.73	91.87	97.73	0.94	[illegible]
Do Accum	5	95.70	96.90	103.09	0.94	[illegible]
TSB Extra Income	5	182.34	185.50	197.34	4.08	[illegible]
Do Accum	5	290.96	295.91	314.80	4.08	[illegible]
TSB Smaller Cos	5	63.37	65.02	69.17	1.22	[illegible]
Do Accum	5	69.65	71.67	76.24	1.22	[illegible]
TSB General	5	259.79	263.28	280.86	2.35	[illegible]
Do Accum	5	512.83	516.46	552.62	2.35	[illegible]
TSB Premier Income	5	50.64	51.65	53.70	6.30	[illegible]
Do Accum	5	105.58	107.48	111.96	6.30	[illegible]
TSB Income	5	314.53	319.48xd	339.87	3.55	[illegible]
Do Accum	5	653.61	663.90xd	706.28	3.55	[illegible]
TSB Pacific	5	344.79	351.17xd	373.58	-	[illegible]
Do Accum	5	382.19	368.87xd	392.42	-	[illegible]
TSB International	5	489.12	489.12	520.34	0.44	[illegible]
Do Accum	5	640.31	640.31	681.18	0.44	[illegible]
TSB Ntl Resources	5	139.38	141.51	150.54	0.15	[illegible]
Do Accum	5	152.96	154.31	163.22	0.15	[illegible]
TSB Slctd Opps	5	98.18	98.01	104.27	1.15	[illegible]
Do Accum	5	120.39	122.71	130.54	1.15	[illegible]
Environmental Inv	5	57.06	58.23	61.95	1.61	[illegible]
Do Accum	5	61.08	62.33	66.31	1.61	[illegible]
TSB Selector	5	58.72	57.87	61.35	2.38	[illegible]
Do Accum	5	62.46	63.62	67.57	2.38	[illegible]
TSB High Income	5	60.12	60.87xd	64.75	4.65	[illegible]
Do Accum	5	71.83	72.51xd	77.14	4.55	[illegible]
TSB Intl Income	5	58.03	59.28	63.00	4.38	[illegible]
Do Accum	5	67.81	68.42	72.79	4.38	[illegible]
TSB Selector Income	5	58.10	58.76	62.51	5.46	[illegible]
Do Accum	5	64.67	65.71	69.90	5.40	[illegible]
T.U. Fund Managers Limited (1200)G						
NLA Tower, Addiscombe Road, Croydon 081-686 4355						
T.U. British	5	294.5	299.2	314.9	2.73	[illegible]
Templeton Unit Trust Managers Ltd (1200)F						
Atholl Crescent, Edinburgh EH3 8HA 031-228 3932						
Global Growth Acc	6	180.12	180.59	193.13	2.06	[illegible]
Global Growth Inc	6	163.26	163.67	175.05	2.06	[illegible]
Global Balanced Acc	6	164.84	165.29	176.74	3.45	[illegible]
Global Balanced Inc	6	145.22	145.58	155.71	3.45	[illegible]
Value Tst Acc	6	108.00	108.69	116.24	2.05	[illegible]
Value Tst Inc	6	98.96	99.58	106.50	2.05	[illegible]
Thornton Unit Managers Ltd (1200)F						
33 Queen Street, London EC4R 1AX 071-248 3000						
Dealing 071-248 3001						
American Smllr Cos	5	73.97	73.97	77.83	0.00	[illegible]
(Accum Units)	5	78.27	78.27	83.26	0.00	[illegible]
European Opps	5	61.16	61.16	65.07	0.46	[illegible]
(Accum Units)	5	61.80	61.80	65.76	0.45	[illegible]
Far Eastern Opps	5	153.26	153.26	163.47	0.00	[illegible]
(Accum Units)	5	156.83	156.83	167.28	0.00	[illegible]
Dresdner Europe Bd	5	43.25	43.25	45.44	6.70	[illegible]
(Accum Units)	5	59.51	59.61	62.52	6.79	[illegible]
Japan Tst	5	87.66	87.66	93.26	0.00	[illegible]
(Accum Units)	5	87.66	87.66	93.25	0.00	[illegible]
Little Dragons	5	74.06	74.71	78.69	0.62	[illegible]
(Accum Units)	5	76.25	76.91	82.05	0.62	[illegible]
Oriental Income	5	44.22	44.33	47.29	3.36	[illegible]
(Accum Units)	5	56.37	56.51	60.27	3.36	[illegible]
Tiger	5	215.24	215.24	229.58	1.15	[illegible]
(Accum Units)	5	228.13	228.13	241.30	1.15	[illegible]
UK Blue Chip	5	57.76	57.76	61.89	2.73	[illegible]
(Accum Units)	5	59.84	59.84	63.92	2.73	[illegible]
UK Smlr Cos	5	77.25	77.25	82.92	1.92	[illegible]
(Accum Units)	5	90.13	90.13	96.39	1.92	[illegible]
Uni Storebrand Inv Mngrs Ltd (1200)F						
Admin: 5 Rayleigh Rd, Hutton, Brentwood, Essex						
Enquiries: 0277 227300 Dealing: 0277 261010						
Intl Inc Jul 1	0	62.79	62.79	63.18	2.93	[illegible]
Intl Acc Jul 1	0	64.02	64.02	65.02	2.93	[illegible]

	Bid Price	Offer Price	Yield Gross	City-Line
Fidelity Investment Services Ltd				
Exempt American Portfolio	141.3	143.0xd	0.00	43440
Mngd Pens P'folio	175.7	180.8	0.00	46665
Fledgeling Charity Portfolio				
25 Copthall Avenue EC2R 7DR 071-638 5858				
UK Equity	£1.1189	1.1543	3.91	-
Bond	£1.0410	1.0857	8.50	-
Robert Fleming Asset Mngmt Ltd				
Am Exempt	£617.85	625.84	1.88	40456
Con Exempt	£153.72	157.94	3.30	40457
Jap Exempt	£586.48	598.06	1.04	40458
Pacific Exempt	£159.57	162.78	1.89	[illegible]
Contl Euro Exempt	£121.32	123.67	2.38	47874
Foreign & Colonial Unit Management Ltd				
Balanced Acc Jul 6	184.7	192.1	2.84	43441
Balanced Inc Jul 6	181.5	188.7	2.84	43443
Latin American Acc Jul 7	102.7	103.8	1.64	43444
Funds in Court*				
Capital May 27	651.79	656.64	3.72	40505
Gross May 27	205.77	207.43	10.14	40506
High Yield May 27	338.00	340.71	7.64	40507
* Restricted to monies under Court control				
Govett (John) Unit Mngmt Ltd				
Managed Exempt	109.86	113.69	3.60	43446
Henderson Unit Trust Management Ltd				
Pensions Mngd	62.38	63.62	2.74	40676
Henderson TR				
Ex European	1338.41	1345.88	1.84	47801
Ex Nth American	1469.74	1451.28	0.71	47802
Ex Pacific Basin	866.00	870.28	0.81	47803
Ex Smaller Cos Inc	1947.85	2046.85	2.82	43737
Ex Smaller Cos Acc	2088.90	2201.70xd	2.52	43782
INVESCO Asset Management Ltd				
Exempt Funds				
Asia & Australasia	£3.2150	3.2950xd	-	-
Far Eastern	£2.2830	2.2940	-	-
Intl Mngd P'folio(1000-1)	£1.5480	1.6440xd	-	[illegible]
Mngd Pens (Acc)	£0.5578	0.5298xd	-	41007
North American	£2.5610	2.5679xd	-	-
Smaller Companies	£1.4360	1.4690	-	-
UK Core	£1.0170	1.0630xd	-	43492
Lazard Brothers & Co. Ltd				
Property Jul 7	£2025.0	2229.0	7.00	40777
Inc Gth Pnp Feb 3	£1208.8	1400.0	8.90	40778
Lazard Investors Ltd ‡				
Exempt Funds				
Small Co's Jul 7	£5452.8	5394.3xd	2.64	40769
European Jul 7	£704.8	711.2	1.66	40776
American Jul 7	£423.3	427.4	1.40	40773
Japan Jul 7	£570.5	577.4	0.42	40774
Pacific Jul 7	£193.3	197.1	0.88	40775
Midland Gth May 28	£730.90	742.60	3.7	40771
Local Authorities Mutual Invest. Tst.*				
2 Fore Street, London EC2Y 5AQ 071-588 1815				
Property Jun 30	178.50	182.15	8.74	40825
Equity Jun 30	1003.65	1018.08	3.20	40826
* Available only to Local Authorities				
M & G Securities Ltd				
Charibond (z)		113.7	9.48	40683
Pacific ex Jap Index Jul 6	1449.07	1494.69xd	3.06	47863
Do Accum	1585.27	1624.61	3.06	47864
Managed Exempt Jul 7	139.36	141.42	4.59	40536
American Exempt Jul 7	184.38	187.88	2.39	40574
European Exempt Jul 7	146.63	149.71	2.32	[illegible]
Japan Exempt Jul 7	142.22	145.45	0.87	[illegible]
Pacific Basin Jul 7	189.33	194.05	2.54	[illegible]
Rothschild Asset Management				
NC Property	144.84		-	43464
J. Rothschild Fund Managers Ltd.				
Intl Exempt Accum	171.6	173.6	1.83	44065
Stewart Ivory & Co Ltd				
Saints PPP Jan 14	380.4	400.6	-	41452
Closed to new business				
Thornton Unit Managers Ltd				
Managed Exempt Jun 30	120.89	129.99	2.95	[illegible]
(Accum Units)	133.74	139.29	2.95	[illegible]

INSURANCES

	Bid Price	Offer Price	Yield Gross	City-Line
AXA Equity & Law Life Assce				
Amersham Road, High Wycombe 0494 463463				
UK Equities Ser 6	846.5	891.0	-	42223
Higher Income Ser 6	804.0	[illegible]	-	42224
Property Ser 5	463.9	479.4	-	42225
Fixed Interest Ser 6	394.3	415.0	-	42226
Index Lnkd Secs Ser 6	174.8	184.0	-	42227
Albany Life Assurance Co Ltd - Contd.				
Pension Funds				
Brit Blue Chip Acc(z)	242.9	255.6	-	41705
Eq Pen Fd Acc(z)	2947.7	3102.8	-	41706
Euro Fd Acc(z)	408.3	429.7	-	41707
Intl Fixed Int Acc	636.6	670.0	-	41876
Fixed Int. Acc.(z)	1165.1	1226.3	-	41708
Gt Money Pn Acc(z)	650.3	684.0	-	41709
High Interest	239.7	252.2	-	46636
High Income Fd Acc(z)	175.6	185.0	-	41710
Intl Man Fd(z)	846.1	890.6	-	41711
Jap Pen Fd Acc(z)	398.0	418.8	-	41712
UK Smlr Co's Fd Acc(z)	135.4	142.4	-	41716
Eurobloc Metro	182.5	192.0	-	47028
Global Metro	124.4	130.9	-	[illegible]
Sunrise Metro	184.8	194.5	-	47029
UK Metro	146.3	153.9	-	46536
N Am Pn Fd Acc(z)	389.1	409.6	-	41713
Pac Basin Fd Acc(z)	316.8	333.5	-	41714
Property(z)	678.9	712.5	-	41715
Mltple Inv Pens Acc(z)	2049.2	2157.0	-	41717
Broker Funds				
YRA Strategy	153.4	161.5	-	41719
YRA Performance	145.8	153.4	-	47497
Allied Dunbar Assurance Plc				
Allied Dunbar Ctr, Swindon SN1 1EL 0793 514514				
Life Funds				
Fixed Intl. Dep. Acc.	355.2	373.9	-	41723
Equity Acc	1238.3	1303.5	-	41724
Property Acc	474.0	499.0	-	41725
Far East Acc	261.0	274.8	-	41726
European Acc	32.8	34.6	-	41727
Managed Acc	959.3	1009.8	-	41728
O'seas Earnings Acc	829.5	873.2	-	41730
Gilt Edged Acc	445.6	469.0	-	41731
American Equity Acc	708.0	745.3	-	41732
American Man Acc	304.8	320.9	-	41733
American Prop Acc	116.8	123.0	-	41734
High Income Acc	29.1	30.7	-	46335
Ser 4				
Fixed Int Dep Acc	29.3	30.9	-	43180
Equity Acc	32.2	33.9	-	43176
Property Acc	22.5	23.7	-	43185
Far East Acc	30.1	31.7	-	43178
European Acc	27.9	29.4	-	[illegible]
Managed Acc	31.9	33.6	-	43184
Overseas Acc	31.9	33.6	-	43186
Gilt Acc	34.2	36.1	-	43182
Am Equity Acc	34.7	36.6	-	[illegible]
Am Managed Acc	32.6	34.4	-	43183
Am Property Acc	20.0	21.1	-	43172
High Income Acc	28.9	30.5	-	46336
High Income Ser 2	28.8	30.4	-	46337
Pension Funds				
P.I.Dep Acc	765.6	805.9	-	41736
Prop. Acc.	1069.7	1125.0	-	41738
Man. Acc.	2297.1	2418.0	-	41740
Gilt Edg. Acc.	774.8	815.6	-	41742
Eq. Acc.	2848.1	2998.1	-	41744
Am. Eq Acc	323.8	341.0	-	41746
Far East Acc	387.2	407.6	-	41748
Euro. Acc.	46.5	49.0	-	41750
American Life Insurance Co UK				
2-8 Altyre Road, Croydon CR9 2LA 081-680 6000				
Life Funds (Accumulation Units)				
Premier Managed	186.5	196.3	-	41760
Alpha Managed	122.6	129.1	-	41758
HSCA Managed	118.8	124.6	-	[illegible]
Pension Funds (Accumulation Units)				
Premier Managed	234.8	247.3	-	41770
Century Life Plc - Contd.				
Pension Funds				
UK Equity	329.9	347.2	-	-
American Equity	189.9	199.9	-	-
Far East Equity	235.7	248.1	-	-
Managed Fund Acc	596.2	627.6	-	-
International Equity	282.2	297.1	-	-
Gilt Edged	465.4	489.8	-	-
Money Fund	318.8	335.3	-	-
Henderson	232.9	245.2	-	-
Perpetual	294.8	310.3	-	-
Property	125.7	132.3	-	-
Smaller Cos	153.0	161.0	-	-
Perpetual Eurogrowth	195.4	205.7	-	-
Citibank Life				
Perrymount Road, Haywards Heath 0444 414111				
Managed				
Schroders Ser 1	343.4	361.5	-	41817
Schroders Ser 2	338.0	355.8	-	41827
Schroders Acc Ser 3	136.8	[illegible]	-	43368
Schroders Pens Accum	492.1	518.0	-	41830
Perpetual Ser 2	111.8	117.7	-	43469
Perpetual Pens Accum	107.0	112.7	-	43471
Specialist				
Equity Ser 1	485.7	511.2	-	41820
Equity Ser 2	480.6	505.8	-	41829
Equity Acc Ser 3	135.3	142.1	-	43357
Equity Pens Accum	714.7	752.4	-	41834
American Ser 1	211.8	223.0	-	41822
European Ser 1	138.2	145.4	-	41824
Smaller Co's Ser 1	301.5	317.4	-	41821
Recovery Ser 1	176.4	185.7	-	43756
Property Ser 1	251.5	264.7	-	41819
Property Pens Accum	340.5	358.5	-	41832
International Ser 1	387.1	407.5	-	41818
Intl Pens Accum	560.6	590.1	-	41838
Green Series 2	109.8	115.6	-	43867
Anglian Fund	135.4	142.5	-	41844
Celebration Fund	145.0		-	41845
Stockmarket Bonus	93.9	98.9	-	43574
Stockmarket Bonus Pens	94.0	99.0	-	43635
Global Market Bonus	95.1	100.1	-	-
Global Market Bonus Pens	95.2	100.2	-	-
City of Westminster Assurance (z)				
PO Box 499, 500 Avebury Blvd, Milton Keynes				
Current Series				
Property Fund	178.6	188.2	-	41931
Secure Cash Fund	359.8	378.8	-	41932
Managed Fund	638.7	[illegible]	-	41933
Equity Fund	303.3	319.3	-	41934
Pension Managed Fund	634.0	667.4	-	41939
Pension Equity Fund	316.8	333.5	-	41940
Pens Adventurous Mgd	260.5	274.3	-	41944
Pensions Balanced Mgd	268.1	282.3	-	41945
Pens Conservative Mgd	234.0	246.4	-	41946
Adventurous Mngd Fd	173.1	182.3	-	41947
Balanced Mngd Fd	214.0	225.3	-	41948
Conservative Mngd Fd	223.5	235.3	-	41949
Clerical Medical/Fidelity Investments				
Narrow Plain, Bristol BS2 0JH 0272 290566				
Investment Funds				
Ruby	149.6	158.5	-	47034
Sapphire/Mixed	256.6	270.0	-	41952
Emerald	135.8	143.0	-	47035
Equity	288.8	304.1	-	41953
Property	175.2	184.5	-	41954
Gilt & Fixed Interest	197.3	207.7	-	41955
Indexed Securities	159.4	167.8	-	41956
Cash	178.8	188.1	-	41957
Eurolife Assurance Company Ltd				
Eurolife Hse, 10 St John St, EC1M 4AY 071-454 0105				
Intl Man Pension Fd	185.3	195.00	-	43369
Intl.Man.Crncy.Bd.Fd	197.90		-	43370
Intl Man Crncy Bd Fd(d)	177.40		-	43371
Flexible Prop. Bd. Fd.	230.60		-	43372
Flexible Money Bd. Fd.	487.60		-	43373
Intl Discretionary	247.40		-	43374
Building Society	-	-	7.20	47929
Family Assurance Society				
17 West St, Brighton BN1 2RL 0273 724570				
Family A Managed	701.02	715.32	-	[illegible]
Family A Managed Ser 2	72.94	74.43	-	47043
Family B Managed	494.58	504.67	-	42252
Family B Managed Ser 2	82.21	83.89	-	47044
Family C Brit	440.22	449.21	-	42253
Family C Brit Ser 2	81.42	83.08	-	[illegible]
Family D Fixed Int	355.82	363.08	-	42254
Family D Fxd Int Ser 2	72.17	73.64	-	47045
Family Capital Mngd	386.44	394.32	-	42255
Fmly Capital Mngd Ser 2	59.49	60.71	-	[illegible]
MM Britannia 2nd Fd	220.54	225.04	-	40213
MM Brit 2nd Ser II Fd	74.36	75.88	-	42256
Family Growth Series 1	153.48	157.40	-	42257
Family Growth Series 2	102.08	107.49	-	42258
Fmly Concentrated Gth	135.00	140.00	-	42259
Family Performance Fd	118.20	124.42	-	42260
Family Safety First Fd	78.06	79.69	-	47046
Freeway Pension	78.12	80.13	-	47498
Pensions Managed	63.34	66.67	-	44685
Pensions Safety First	58.78	61.84	-	44686
Sovereign Ser 1	73.45	77.31	-	44688
Sovereign Ser 3	65.95	65.95	-	43654
Building Societies	215.69	215.69	-	40000
Cheshire B/Soc	142.15	142.15	-	40350
Kent Reliance B/Soc	132.24	132.24	-	41062
Catholic B/Soc	136.46	139.46	-	41054
Alliance B/Soc Ser II	72.08	72.08	-	41055
St Andrew Money Master	289.58	289.58	-	47294
Mgd Monthly Inc Inv	166.11	178.72	-	-
Countdown Equity	50.45	53.10	-	43657
Countdown Fixed Interest	49.03	51.61	-	43658
Friends Provident				
Castle Street, Salisbury, Wilts SP1 3SH. 0722 413366				
Life Funds				
Managed (Mixed)	273.2	287.6	-	[illegible]
UK Equity	363.1	382.3	-	[illegible]
Stewardship	314.9	331.5	-	42267
Overseas Equity	248.1	[illegible]	-	42268
North American	136.5	143.7	-	42269
Pacific Basin	137.5	144.8	-	42270
European	173.2	182.4	-	42271
Property	188.0	197.9	-	42272
Fixed Interest	214.9	226.3	-	42273
Index Linked	157.4	165.7	-	42274
Cash	191.1	201.2	-	42275
Deposit	129.5	136.4	-	47047
With Profit	164.4	173.1	-	41209
With Profit Ser 2	108.5	114.3	-	[illegible]
Pension Funds (Accum Units)				
Managed (Mixed)	330.1	347.5	-	42276
UK Equity	422.3	444.6	-	42277
Stewardship	520.4	547.8	-	42278
Overseas Equity	292.3	307.7	-	42279
North American	148.0	155.8	-	42280
Pacific Basin	143.3	150.9	-	42281
European	163.7	172.4	-	42282
Property	197.8	208.3	-	42283
Fixed Interest	301.7	317.6	-	42284
Index Linked	179.0	188.1	-	42285
Hill Samuel Life Assur. Ltd - Contd.				
Dollar Ser B	151.0	159.0	-	42563
European Ser A	386.1	406.5	-	42565
European Ser B	153.9	162.0	-	42566
Far East Ser A	294.5	310.0	-	42568
Far East Ser B	121.1	127.5	-	42569
Man Curr Ser A	222.2	233.9	-	42571
Man Curr Ser B	114.2	120.3	-	42572
Building Soc Ser A	252.3	265.6	-	42574
Building Soc Ser B	130.6	137.5	-	42576
Smaller Co's Ser A	112.6	118.5	-	42577
Smaller Co's Ser B	85.5	90.0	-	42578
Homeowners Friendly Society				
PO Box 94, Springfield Ave, Harrogate. 0423 567355				
HFS Managed Fd 3	169.7	178.6	-	42587
HFS Tax Exempt Mngd Fd 3	182.4	192.0	-	[illegible]
HFS Green Chip	136.7	143.9	-	47615
HFS Tax Ex Green Chip	129.1	135.9	-	40260
Master Fund Exempt	114.7	120.8	-	46125
Green Chip (2) Exempt	117.0	123.2	-	45744
ABM Rupert Exempt	96.0	101.1	-	46131
Master Fund	111.5	117.3	-	46076
Green Chip (2)	124.8	131.4	-	46470
UK Managed	110.2	116.0	-	46727
Retirement	114.8	120.9	-	46731
Far Eastern Exempt	158.0	166.3	-	43665
Gt British Cos Exempt	108.4	114.1	-	43701
Solid Growth Fd	97.2	102.3	-	43713
Market/Master Managed Savings Plan				
HFS Managed Fd 1	153.9	162.0	-	42586
HFS Tax Exempt Mngd Fd 1	164.8	173.4	-	46365
Ideal Insurance Co Ltd				
Moor Green Lane, Birmingham B13 8NG 021-449 4101				
Managed Fd	144.8	152.1	-	46705
Pensions Managed	145.5	152.8	-	47580
Interlife Assurance Co Ltd				
149-151 High Rd, Chadwell Hth RM6 6PJ 081-597 7566				
Managed Fund	138.0	148.3	-	42638
Pension Mngd Fd	149.8	157.7	-	42639
Irish Life Assurance Co Plc				
Victoria St, St. Albans, Herts. AL1 3TF 0727 848181				
Global Mngd Ser 3	490.6	516.4	-	42644
Global Equity Ser 3	516.8	544.0	-	42645
Global Fxd Int Ser 3	483.4	508.8	-	42646
Global Prop Ser 3	257.8	271.4	-	42647
Global Cash Ser 3	203.9	214.6	-	42648
Global Mngd Ser 4	131.3	138.2	-	47062
Global Equity Ser 4	128.3	135.1	-	47063
Global Fxd Int Ser 4	142.9	150.4	-	47064
Global Prop Ser 4	121.8	128.2	-	47065
Global Cash Ser 4	132.6	139.6	-	47066
Universal Security	172.5	181.6	-	42849
Universal Balanced	163.1	171.7	-	42850
Universal Opprtny	178.01	187.4	-	42851
Universal UK Equity	123.1	129.6	-	42852
Universal Euro Equity	157.4	165.7	-	42853
Universal N. Amer.	220.0	231.6	-	42854
Universal Japanese	188.8	198.8	-	42855
Universal Pacific	213.3	224.5	-	42856
Univ Intl Spec Sit	173.3	182.4	-	42857
Univ Intl Fxd Int	195.5	205.8	-	42858
Universal Property	102.8	108.0	-	42859
Universal Cash	147.9	155.7	-	42860
Universal Guaranteed Managed	109.4	115.2	-	[illegible]
Universal Guaranteed Ser 2	112.9	118.8	-	43717
Managed Pen Ser 2	783.9	825.2	-	42861
Equity Pen. Series 2	926.4	975.2	-	42862
Gilt Edged Pen. Ser. 2	704.3	741.4	-	42863
M & G Life and M & G Pensions				
Victoria Road, Chelmsford, CM1 1FB 0245 266266				
Amer Bond (Acc)	387.9	407.4	-	42632
Amer Rec Bond (Acc)	445.7	469.1	-	42633
Amer Smlr Co Bd (Acc)	217.9	229.9	-	[illegible]
Australasian Bd (Acc)	197.8	207.8	-	42635
Capital Gth Bond (Acc)	134.0	140.8	-	47071
Commodity Bond (Acc)	253.4	266.3	-	42636
Deposit Bond (Acc)	349.3	383.7	-	42637
Equity Bond (Acc)	1286.7	1351.1	-	42639
Equity Bond Bonus	473.8	497.8	-	42640
European Bond (Acc)	305.9	321.2	-	47806
European Div Bond (Acc)	134.9	141.7	-	42641
Extra Yld Bd (Acc)	635.4	667.2	-	42642
Far Eastern Bond (Acc)	269.2	282.6	-	42643
Gilt Bond (Acc)	416.7	437.7	-	42644
Gold Bond (Acc)	154.8	162.7	-	42645
High Yield Bond (Acc)	314.8	330.5	4.19	42646
Index-Linked Gilt Bd(Acc)	201.6	211.8	-	42647
Intl Bond (Acc)	672.9	706.7	-	42648
Intl Inc Bond (Acc)	253.0	265.8	-	42649
Japan Bond (Acc)	271.4	285.0	-	42650
Japan Smaller Co (Acc)	247.8	260.3	-	42651
Managed Bond (Acc)	779.8	819.1	-	43743
Managed Income Bond	100.9	106.0	-	[illegible]
Property Bond (Acc)	299.4	314.6	-	42653
Recovery Bond (Acc)	651.7	684.9	-	[illegible]
Smaller Co's Bond	157.2	165.2	-	42654
Pensions Funds				
American (Acc)	875.4	918.8	-	42656
Building Soc (Acc)	242.7	255.0	-	42658
Capital Growth (Acc)	140.8	147.8	-	47073
Deposit (Acc)	391.8	411.5	-	42660
European (Acc)	319.2	335.2	-	42662
European Div (Acc)	142.7	150.0	-	47909
Equity (Acc)	950.3	998.0	-	42664
Gilt (Acc)	645.7	678.0	-	42666
Gold (Acc)	153.2	161.0	-	42668
Index-Linked Gilt (Acc)	226.4	237.8	-	42870
International (Acc)	267.5	281.0	-	42872
Intl Inc (Acc)	303.9	319.2	-	42874
Japan (Acc)	278.8	292.9	-	42876
Managed (Acc)	747.8	785.1	-	42878
Managed Income	102.2	107.4	-	43750
PPP Fund (Acc)	771.3	809.9	-	42880
Pacific (Acc)	809.8	850.3	-	42882
Property (Acc)	230.9	242.6	-	42884
Recovery(Acc)	502.1	527.3	-	42886
UK Income (Acc)	286.4	300.8	-	42888
Personal Pension (Acc)	3189.4		-	42889
MGM Assurance (z)				
MGM House, Heene Rd, Worthing 0903 204631				
Bonus Growth Acc	156.4	164.7	-	[illegible]
Deposit Acc	204.5	215.3	-	42896
European Acc	132.1	139.1	-	40344
Fixed Interest Acc	384.2	404.5	-	42894
Intl Equity Acc	122.2	128.7	-	47074
Lazard Managed Acc	112.8	118.6	-	46733
Managed Acc	297.2	312.9	-	42897
North American Acc	240.1	252.8	-	42892
Pacific Basin Acc	454.7	478.7	-	42893
Property Acc	205.1	215.9	-	42895
Special Sits Acc	116.3	122.5	-	42891
UK Equity Acc	278.5	293.2	-	42890
With Profits Bond	100.2		-	-
Pension Funds				
Bonus Growth Acc	174.2	183.5	-	43756
Building Society Acc	104.1	109.7	-	43800
Deposit Acc	281.2	296.0	-	42905
European Acc	139.0	146.4	-	40346
Fixed Interest Acc	516.5	543.7	-	42903
N & P Life Assurance Ltd				
Provincial Hse, Bradford BD1 1NL 0274 737066				
Life Managed Fd	129.7	136.6	-	41924
Pension Managed Fd	138.4	145.7	-	41926
Life Deposit Fd	121.2	127.6	-	41923
Pension Deposit Fd	132.8	139.8	-	41925
NPI				
48 Gracechurch St, London EC3P 3HH 071-623 4200				
Managed	428.1	450.7	-	43163
European	106.9	112.6	-	44068
UK Equity	526.1	553.8	-	43164
Overseas Eq.	432.3	455.1	-	43165
American	392.5	413.2	-	43166
Far East	457.8	482.5	-	43167
Property	197.7	207.5	-	43168
Fixed Int	343.9	362.1	-	43169
Indexed Gilt	218.8	230.4	-	43170
Deposit	206.6	217.5	-	43171
With Profit	121.3	127.7	-	44771
Pension Fund (Accum Units)				
Managed	641.7	675.5	-	43173
UK Equity	731.5	770.1	-	43175
Overseas Eq.	772.9	813.6	-	43177
American	509.6	536.4	-	43179
Far East	828.0	869.5	-	43181
Property	254.8	268.0	-	43183
Fixed Int.	431.8	454.6	-	43185
Indexed Gilt	230.6	242.8	-	43187
Deposit	303.4	319.4	-	43189
NPI Pensions Management Ltd				
Managed Fund	1401.7	1426.7	-	43190
Prices July 1 Next dealing August 2				
National Mutual Life				
The Priory, Priory Pk, Hitchin, SG5 2DW 0462 422422				
Harvester Pension Funds				
Managed	220.4	232.1	-	43141
UK Equity	227.2	239.2	-	43135
Overseas Equity	193.8	204.1	-	43136
Fixed Interest	205.9	216.8	-	43137
Property	156.0	164.3	-	43139
Index Linked	186.3	196.2	-	43138
Deposit	188.6	198.4	-	43140
With Profits (B)	157.1	165.5	-	44128
National Westminster Life Assce Ltd				
PO Box 855, Trinity Quay, Avon Street, Bristol BS99 5LJ				
Life Funds				
Security Managed	104.1	109.6	-	-
Growth Managed	106.9	112.6	-	-
Opportunity Managed	108.7	114.5	-	-
Global Managed	110.0	115.8	-	-
UK Equity	108.2	113.9	-	-
American Equity	100.9	106.3	-	-
Japanese Equity	120.7	127.1	-	-
European Equity	109.6	115.4	-	-
SE Asia Equity	112.1	118.0	-	-
Cash	96.7	101.8	-	-
Fixed Interest	99.9	105.2	-	-
Index-Linked	98.8	104.0	-	-
Unitised With Profit Single	148.5	156.4	-	-
Unitised With Profit Regular	148.5	156.4	-	-
Pension Funds				
Security Managed	105.6	111.2	-	-
Growth Managed	108.7	114.5	-	-
Opportunity Managed	108.5	114.3	-	-
Global Managed	112.4	118.4	-	-
UK Equity	110.2	116.0	-	-
Cash	97.4	102.6	-	-
Fixed Interest	99.3	104.6	-	-
Unitised With Profit Single	177.3	186.7	-	-
Unitised With Profit Regular	177.8	187.3	-	-
Norwich Union Life Insurance Soc.				
Surrey Street, Norwich NR1 3NG 0603 622200				
Unitised Life				
With Profits Fd	133.17	140.18	-	47820
Cautious Fd	99.92	105.18	-	44119
Balanced Fd	101.42	106.76	-	44121
Managed Fd	123.72	130.23	-	47816
UK Ord Share Fd	125.85	132.61	-	47819
UK Index Tracking Fd (z)	100.41	105.69	-	44122
International Fd	117.96	124.16	-	47813
European Fd	107.48	113.14	-	47811
North American Fd	125.82	132.45	-	47815
Pacific Fd	116.79	122.94	-	47817
Property Fd	93.88	98.46	-	47818
Fixed Int Fd	138.05	145.31	-	47812
Intl Bond Fd	149.80	157.68	-	47814
Deposit Fd	128.25	135.00	-	47810
Norwich Union Life Insurance Soc. - Contd.				
Unitised Pensions				
With Profits Fd	184.66	194.38	-	43216
Managed Fd	203.45	214.16	-	43217
UK Equity Fd	215.63	226.98	-	43218
International Fd	208.41	219.38	-	43219
European Fd	174.47	183.65	-	43220
North American Fd	217.77	229.23	-	43221
Pacific Fd	181.48	191.03	-	43222
Property Fd	181.42	190.97	-	43223
Fixed Int Fd	172.87	181.97	-	43224
Intl Bond Fd	189.91	199.91	-	43225
Bldg Soc Dep Fd	171.81	180.86	-	43226
Pensioninvestor & Self-Linked Plan				
Mixed Fund	542.0	570.6	-	43233
Ordinary Share Fund	805.0	847.4	-	43229
International Fund	220.1	231.7	-	43230
Property Fund	272.8	287.2	-	43231
Fixed Interest Fund	486.5	512.1	-	43227
Index-Linked Sec Fund	235.5	247.9	-	43228
Deposit Fund	306.0	322.1	-	43232
Norwich Units Jun 15	1257.17		-	43234
*Prices as at July 6				
Jersey Investment Plan				
With Profits Fund	137.62	144.87	-	[illegible]
Intl Equity Fund	120.78	127.14	-	[illegible]
Intl Bond Fund	166.01	174.75	-	40349
Ex NHAM Funds				
Managed Fund	87.5	92.1	-	43191
Stock Market Mngd Fund	89.0	93.7	-	43192
Equity Fund	97.4	102.5	-	43193
International Fund	80.3	84.6	-	43194
European Fund	78.5	82.7	-	43195
North American Fund	90.0	94.8	-	43196
Pacific Fund	97.5	102.6	-	43197
Property Fund	70.5	74.3	-	43198
Fixed Interest Fund	75.3	79.3	-	43199
Index linked Sec Fund	78.0	82.1	-	43200
Deposit Fund	79.9	84.1	-	43201
Ex NHAM Retirement Plans				
Mixed Fund	101.5	106.8	-	43202
UK Ordinary Share Fd	116.6	122.7	-	43203
International Fund	87.6	92.4	-	43204
Property Fund	88.8	93.5	-	43205
Fixed Interest Fund	97.7	102.8	-	43206
Index Linked Sec Fund	83.7	88.1	-	43207
Deposit Fund	98.0	103.2	-	43208
Ex NHAM (BP)				
Managed Fund	1239.7	1304.9	-	43209
Equity Fund	2671.9	2812.5	-	43210
International Fund	273.6	[illegible]	-	43214
Property Fund	449.5	473.5	-	43211
Fixed Interest Fund	568.4	598.3	-	43212
Index Linked Sec Fund	80.0	84.2	-	43215
Deposit Fund	330.7	348.1	-	43213
Norwich Union Pensions Management Ltd				
Surrey Street, Norwich, NR1 3NG 0603 [illegible]				
Group Pooled Pensions				
Balanced Managed Fd	361.47	367.69	-	44391
Growth Managed Fd	130.13	132.40	-	44395
Secured Managed Fd	130.06	131.61	-	44396
Prices as at July 6				
Pearl Assurance (Unit Funds) Ltd				
Lynch Wood, Peterborough PE2 6FY 0733 470470				
Property Dist. (Gross)	142.3	149.8	-	43235
Property Acc. (Gross)	270.9	289.2	-	43236
Equity (Gross)	1066.0	1122.2	-	43237
Managed (Gross)	749.9	789.2	-	43238
Property Acc. (Net)	129.1	135.9	-	43239
Prosperity Life Assurance Ltd				
1 Sessions Hse Sq, Maidstone ME14 1XX 0622 [illegible]				
Initial Equity	163.0	172.5	-	[illegible]
Accum Equity	251.5	265.0	-	43005
Accum Managed	267.0	281.5	-	43008
Accum Five Star	204.5	215.5	-	43011
Accum World	147.0	155.0	-	43013
Accum Emerg Mkts	244.0	257.0	-	43014
Pens Acc Equity	280.5	296.0	-	43025
Pens Acc Managed	359.0	375.5	-	43028
Pens Acc Emerg Mkts	293.5	308.5	-	43034
Pens Acc Deposit	238.0	249.0	-	43029
Pens Acc Five Star	232.5	245.0	-	43031
Providence Capitol Life Assc. Co Ltd				
2 Bartley Way, Hook, Hants RG27 9XA 0256 [illegible]				
UK Equity Acc	268.6	281.5	-	43411
UK Fixed Int Acc	226.1	238.0	-	43412
Intl Equities Acc	230.8	253.0	-	43413
UK Managed Acc	201.5	212.5	-	43414
Property Acc	221.2	233.4	-	43415
Money Acc	147.3	155.4	-	43416
Special Market Acc	200.3	211.3	-	43417
Japan Equity Acc	126.5	133.5	-	46760
North American Acc	154.8	163.3	-	43419
Pacific Acc	144.0	152.0	-	43420
European Acc	136.0	143.5	-	[illegible]
Hong Kong Acc	123.1	129.9	-	43427
Int Fixed Interest Acc	76.8	80.0	-	46406
Int Managed Acc	73.5	77.5	-	46407
HP Managed II Acc	122.7	129.4	-	41828
HP Managed III Acc	134.5	141.8	-	45661
Balanced Growth Acc	120.7	127.3	-	44163
Building Society	100.0		4.93	44164

Prices: Life Series 4 Acc; Pension Series C Acc July 8

FT MANAGED FUNDS SERVICE

● FT Cityline Unit Trust Prices: dial (0891 or 0336) 430000, enter 4 and key in the five digit code listed below. Calls are charged at 36p/minute cheap rate and 48p/minute at all other times. International access available by subscription only. For more details call the FT Cityline Help Desk on (071) 873 4378.

Providence Capital Life Assc. Co Ltd - Contd.

	Bid Price	Offer Price	Yield Gross	City-Line
Alpha Pension Funds				
UK Alpha	229.8		-	47229
US Alpha	122.7		-	47230
Gilt Alpha	87.5		-	47231
Gold Alpha	99.2		-	47232
Japan Alpha	45.3		-	47233
US Dollar Alpha	77.1		-	47234
Yen Alpha	81.8		-	47236
DM Alpha	87.1		-	47236
European Alpha	90.8		-	47237

Provident Life Assoc Ltd
Provident Way, Basingstoke RG21 2SZ 0256 470707

	Bid Price	Offer Price	Yield Gross	City-Line
Gold Range (Pensions)				
Managed Fund	156.9		-	46412

Provident Mutual Life Assc. Assn.
8 Hills Way Stevenage Herts SG1 2ST 0438 737000

	Bid Price	Offer Price	Yield Gross	City-Line
Managed Ord	419.9	442.0	-	43484
Managed Init	296.4	312.0	-	43485
Equity Ord	623.7	656.5	-	43486
Equity Init	440.3	463.5	-	43487
Index Linked Gilt Ord	196.4	206.7	-	43488
Index Linked Gilt Init	144.8	152.4	-	43489
Overseas Equity Ord	341.2	359.2	-	43490
Overseas Equity Init	240.8	253.5	-	43491
Property Ord	229.0	241.1	-	43492
Property Init	161.6	170.1	-	43493
Fixed Interest Ord	266.8	280.8	-	43494
Fixed Interest Init	188.3	198.2	-	43495
Deposit Ord	197.1	207.5	-	43496
Deposit Init	139.1	146.4	-	43497
Pension Funds				
Managed Ord	554.5	583.7	-	43498
Managed Init	391.4	412.0	-	43499
Equity Ord	850.1	894.8	-	43500
Equity Init	600.1	631.7	-	43501
Pen Ind Lkd Gilt Ord	223.7	235.5	-	43502
Pen Ind Lkd Gilt Init	164.9	173.6	-	43503
Overseas Equity Ord	397.6	418.5	-	43504
Overseas Equity Init	280.7	295.5	-	43505
Property Ord	292.8	308.2	-	43506
Property Init	206.7	217.6	-	43507
Fixed Interest Ord	347.3	365.6	-	43508
Fixed Interest Init	245.2	258.1	-	43509
Deposit Ord	288.7	303.9	-	43510
Deposit Init	203.8	214.5	-	43511

Prudential Assurance Co
Holborn Bars, London EC1N 2NH 071-405 9222

	Bid Price	Offer Price	Yield Gross	City-Line
Prufund				
Managed Jul 7	303.1	315.8	-	43612

Prudential Corporate Pension Funds
1 Stephen St, London W1P 2AP 0734 484862

	Bid Price	Offer Price	Yield Gross	City-Line
Prudential Managed Funds				
Discretionary Jul 7	£232.31	233.71	-	43539
Equity Jul 7	£260.15	269.27	-	43540
International Jul 7	£38.78	38.87	-	43541
Intl Bond Jul 7	£20.29	20.56	-	43542
Fixed Int Jul 7	£126.44	127.83	-	43543
Index Linked Jul 7	£91.80	92.80	-	[illegible]
Property Jul 7	£110.75	116.88	-	43545
Cash Jul 7	£33.60	33.60	-	43546
Pre-Linked Retirement Plan				
Managed Jul 7	538.50	561.00	-	43547
Cash Jul 7	304.30	317.00	-	43548
Prudential Pensions Investment Account				
Pens Mngd	217.60	233.70	-	43549
Pens Mngd A	97.30	102.50	-	44166
Pens UK Eq	365.40	383.80	-	43550
Pens Intl	275.90	295.90	-	43551
Pens Global Eqty	122.80	129.30	-	40528
Pens Fixed	284.40	300.30	-	43552
Pens Index Lk	231.40	244.20	-	43553
Pens Property	90.10	94.80	-	40531
Pens Cash	198.60	209.20	-	43554
Money Purchase Plan				
Discretionary (2)	126.80	134.90	-	44501
Equity (2)	128.60	135.40	-	44652
International (2)	128.70	135.40	-	44680
Global Equity (2)	127.80	137.00	-	41564
Intl Bond Feb (2)	142.80	150.20	-	44686
Fixed Interest (2)	141.30	148.90	-	44672

Scottish Amicable
150 St Vincent St, Glasgow 041-248 2323

	Bid Price	Offer Price	Yield Gross	City-Line
Life Funds (First Series)				
Managed	408.1	429.6	-	43861
Equity	507.3	534.0	-	43866
Property	243.7	256.6	-	43868
International	405.3	426.7	-	43867
Japanese	114.8	120.9	-	48007
Asia Pacific	142.8	150.4	-	46254
European	109.8	115.6	-	46266
American	146.8	154.6	-	46253
Fixed Interest	348.0	366.4	-	43859
Index-Linked Gilt	188.3	198.3	-	43860
Cash	220.8	232.3	-	43858
Life Funds (Second Series)				
Managed	113.8	119.6	-	47103
Equity	109.1	114.9	-	47087
Property	102.5	107.9	-	47107
International	125.4	132.0	-	47101
Japanese	115.2	121.3	-	47102
Asia Pacific	140.2	147.6	-	47059
European	108.9	114.7	-	47076
American	143.6	151.2	-	47050
Fixed Interest	131.0	137.9	-	47091
Index-Linked Gilt	120.5	126.9	-	47100
Cash	109.5	115.3	-	47081
Pension Funds				
Building Society	174.0	183.2	-	43874
Managed (Init)	235.6	248.1	-	43872
Managed (Acc)	468.8	493.5	-	43873
Equity (Init)	263.6	277.5	-	43862
Equity (Acc)	524.4	552.1	-	43863
Property (Init)	148.0	155.8	-	43888
Property (Acc)	294.4	309.9	-	43889
International (Init)	240.0	252.7	-	43866
International (Acc)	477.4	502.6	-	43867
Fixed Interest (Init)	231.1	243.3	-	43864
Fixed Interest (Acc)	459.7	483.9	-	43865
Cash (Init)	153.9	162.1	-	43870
Cash (Acc)	306.3	322.5	-	43871
Other				
Capital Guarantee Bond	99.2	104.5	-	44339

Scottish Equitable Life Assce. Soc.
28 St Andrew Sq, Edinburgh 031-556 9101

Scottish Life Investments
19 St Andrew Square, Edinburgh 031-225 2211

Scottish Mutual Assurance plc

Scottish Provident Institution

Scottish Widows' Group

Skandia Life Assurance Co Ltd

Standard Life Assurance Company

Sun Alliance Group

Sun Alliance Group - Contd.

Sun Life Unit Assurance Ltd

Swiss Life (UK) PLC

TSB Life Ltd

Target Life Assurance Co Ltd

Prudential Individual Life Funds

Prudential Individual Pension Funds

Reliance Mutual

J Rothschild Assurance PLC

Royal Heritage Life Assurance Ltd

Royal Life Insurance Ltd

Royal Liver Assurance

Save & Prosper Group

OFFSHORE INSURANCES

AXA Equity & Law Intl Life Assce Co
Victory Hse, Prospect Hill, Douglas, IoM 0624 677877

Albany International Assurance Ltd

CMI Insurance Co Ltd

Century Life International Ltd

Eagle Star Intl Life

Equitable Life (International)

Eurolife Assurance Group

Friends Provident International

Hansard International Ltd

Isle of Man Assurance Ltd

Lubrow International Group

Teachers' Assurance Company Ltd

Templeton Life Assurance Limited

Tunbridge Wells Equitable

Providence Capital International Ltd

Royal Life Intl. Ltd

Royal Skandia Life Assurance Ltd

Royal Skandia Life Assurance Ltd - Contd.

Scottish Provident Intl Life Assurance Ltd

Sun Alliance International Life

Target International Group

Windsor Life Assur. Co Ltd

Woolwich Life Assurance Co Ltd

Zurich Life Assurance Co Ltd

MANAGEMENT SERVICES

Capital Trust Financial Management

Chase de Vere PLC

ECI Investment PLC

Fairmount Financial Services Ltd

Foster & Braithwaite Ltd

Johnson Fry Asset Managers Plc

Knight Williams & Company Ltd

Macartney & Dowie Invest Mgmt Plc

Northern Rings & Partners Ltd

Charles Stanley & Co Ltd

United Financial Corporation Ltd
Sisson House, Heritage Gate, Derby 0332 383358

J. D. Ward Financial Services Ltd
9 Kingsway, London, WC2 071-836 4321

	Bid Price	Offer Price	Yield Gross	City-Line
J.D. Ward Mngd Pens	152.4	161.0	-	44692
Albany Life Acc	225.3	236.2	-	41721
Albany Life Acc.	301.1	316.8	-	-
Albany Worldwide Pens	223.0	239.5	-	47104
M&G Trtyax Pen Acc	211.2	222.4	-	44786
NPC Intl Growth Pen Acc	130.6	137.5	-	-

OFFSHORE AND OVERSEAS

BERMUDA (SIB RECOGNISED)

Fidelity Money Funds
Pembroke Hall, Pembroke, Bermuda

CANADA (SIB RECOGNISED)

GUERNSEY (SIB RECOGNISED)

Equitable International Fund Managers Ltd

Guinness Flight Fd Mngrs (Guernsey) Ltd
PO Box 250, St Peter Port, Guernsey 0481 712176

Royal Bank of Canada Offshore Fd Mgrs Ltd
PO Box 246, St Peter Port, Guernsey 0481 723021

Sarasin Funds Mngmt (Guernsey) Ltd
PO Box 246, St Peter Port, Guernsey 0481 723021

Schroder Investment Mngmt (Guernsey) Ltd
PO Box 255, St Peter Port, Guernsey 0481 710051

GUERNSEY (REGULATED)(**)

Merrill Lynch Guernsey

Nikko Capital Mngt (Europe) Ltd

Quilter International Management Ltd

Rothschild Asset Mngmt (CI) Ltd

Saudi International (Guernsey) Ltd

Schroder Investment Mngmt (Guernsey) Ltd

U.S. Treasury Securities Fund Ltd

Yamaichi Capital Mngmt (Guernsey) Ltd

IRELAND (SIB RECOGNISED)

Coutts & Co Fund Managers Limited

Federated International Funds Plc

GAM Fund Management Ltd

GT Asset Management (Ireland) Ltd

Morgan Grenfell Investment Funds Ltd
20 Finsbury Circus, London EC2M 1UT

Protitio International Fund Plc

Singer & Friedlander Inv Funds Ltd

Swiss Life Investment Fund (L)

IRELAND (REGULATED)(**)

BT Fund Managers (Ireland) Ltd

Bank of Ireland Unit Managers Ltd

J. Rothschild International Assce plc

ISLE OF MAN (SIB RECOGNISED)

ISLE OF MAN (REGULATED)(**)

JERSEY (SIB RECOGNISED)

Lloyds Bank (CI) U/T Mgrs.

FT MANAGED FUNDS SERVICE

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	Init Chrge	Canc Price	Bid Price	Offer Price	Yield Gr's	City-Line
Midland Bank Fund Managers (Jersey) Ltd						
PO Box 26, St Helier, Jersey					0534 606000	
Intl Circuit Portfolio	5	£1.2335	1.2335	1.3077	0.10	45687
Gilt	3	£1.0012	1.0012xd	1.0391	7.76	44646
Prudential Fund Managers (Jersey) Ltd						
PO Box 103, St Helier, Jersey					0534 70009	
Prudential Currency Fd (Formerly Vanbrugh Currency Fd)						
Income (A & B)	5	212.8	212.8	228.5	3.44	44644
Growth (C & D)	5	320.6	320.6	336.8	–	44645
Royal Trust Jsy Fd Mngt Ltd (1400)F						
PO Box 428, St Helier, Jersey					0534 27441	
Govt Secs Fd	4	55.89	55.89xd	58.17	7.56	44734
Standard Bank Fund Mngmt (Jersey) Ltd						
PO Box 583, St Helier, Jersey CI					0534 67557	
International Bond	5	$-	15.87	16.85	4.57	44789
Sterling Bond	3	£-	9.9238d	10.27	6.43	44788
Sterling Cap		£-	42.63	42.65	5.30	44787
TSB Trust Funds (CI)						
PO Box 538, St Helier, Jersey					0534 503002	
TSB Offshore Investment Fund Ltd						
Stg Deposit Class	3	101.34	101.34xd	104.28	5.00	45687
Gilt & Fixed Interest	3	118.57	118.57xd	122.89	7.64	44649
Blue Chip & Gilt Edged	5	80.42	80.42	83.60	3.59	44646
International Bond	5	137.47	137.47	144.59	4.91	44647
UK Equity	5	264.91	263.81	277.58	1.25	44657
International Equity	5	179.77	182.49	192.18	0.36	44658
Far Eastern	5	171.83	175.13	184.34	0.00	44659
European	5	128.84	127.53	134.26	0.00	44658
Pan American	5	367.06	371.00	390.52	0.00	44678
TSB Gilt Fund Ltd						
Quarterly Share	3	107.01	107.01xd	110.51	7.60	44683
Monthly Share	3	105.76	105.26xd	109.74	7.85	44684

JERSEY (REGULATED)(**)

	Bid Price	Offer Price	Yield Gross	City-Line
Barclays Intl Funds				
Asian Selection Funds				
China	$9.039	9.482	0.0	–
Hong Kong	$29.761	31.327	0.4	44544
Indonesia	$10.301	10.845	0.0	44696
Japan	$9.623	10.130	0.0	–
Korea	$11.886	12.921	0.0	44697
Malaysia	$16.769	19.757	0.0	44695
Philippines	$16.592	17.465	0.0	44699
Singapore	$12.366	13.017	0.0	44700
Thailand	$20.514	21.594	0.0	44717
South East Asia	$25.261	26.591	0.0	44718
US Dollar Liquidity	$9.568	10.044	0.9	44675
Cater Allen Investment Management (CI)				
CA Gilt Income	£6.09	6.38	15.72	44630
CA Equity Gwth	£4.76	5.22	2.11	44632
Citibank (CI) Ltd "Citifunds"				
Short term Investment Funds				
Irish £ Jul 8	137.4471		–	44641
Equity Funds				
Japan Equity Jul 8	$9.6554		–	44345
US Em Hltn Jul 12	$21.9753		–	44849
US Em Tech Jul 12	$25.0526		–	44851
Citicare Jul 12	$33.7548		–	44852
Bond Funds				
WYB (A) Jul 12	$94531.4652		–	44686
Special Assets (A) Jul 1	FFr11679.1376		–	–
Citibank N.A.				
Libra 2000 May 31	$105.62		–	–
Libra 2000 Intl May 31	$105.62		–	–
Coutts & Co (Jersey) Fund Managers Ltd				
Coutts Money Market Fund Ltd				
Dollar Class		$36.6342	–	45891
Sterling Class		£27.7776	–	45891
D-Mark Class		DM87.1367	–	45892
Japanese Yen Class		Y8006.8227	–	45894
Grosse Fund Ltd				
NAV Jul 8	$18.70		–	–
John Govett Management (Jersey) Ltd				
Govett Sm Co Inv Tst (z)	$3.105		–	47997
Euro Smlcap Fd NAV Jul 9	$14.3569		–	47950
Paragon Fd NAV Jun 30	$10.67		–	47956
Paragon Redemption	$10.03		–	47105
Hungarian Inv Co Jun 30	$93.41		–	46673
Managed Switcher	$10.0171	10.63	–	–
Govett Mngd Fltre Jul 9	£14.12	15.43	–	44518
Govett Mngd Fltre Jul 9	£9.81	10.84	–	47636
INVESCO International Limited				
All Funds deal daily except where indicated.				
Sterling Denominated Income Funds				
American Equity Inc	£1.9090	2.0440	2.70	45449
Japan Inc & Gwth	£1.8840	2.0180	1.30	45450
Sterling Denominated Growth Funds				
Pioneer Markets	£4.0580	4.2620	–	45461
£ Mng Portfolio	£1.8170	1.9840	–	45463
US Dollar Denominated Growth Funds				
Gilt NAV 1994 **	$9.3600		–	47629
MIM London Agents				
Apollo Fd Jul 7*	SF97.0	104.07	–	45473
*Weekly Dealing. †Fortnightly Dlng. **Monthly Dlng.				
Lloyds Bank Trust Co (CI) Mngrs				
Lloydstrust World Inv Port.	£2.638	2.808	0.94	–
Dealing Weekly on Thursday				
Management International (Jersey) Ltd				
Anchor Gilt Edge (z)	£10.18	10.24xd	8.18	45030
Minerals, Oils Res. Shrs. Fd. Inc.				
Mores Jul 8	$16.22	16.97	2.41	45476
Northgate Unit Tst. Mngr. (Jersey) Ltd				
Pacific Fund July 8	$40.36	42.88	–	45667
Perpetual UT Mngrs (Jersey) Ltd				
Offshore Am Gwth Fd	$6.8704	7.3012	–	45682
Offshore Emerging Cos	$4.7394	5.1004	–	45583
Offshore Far Eastn Fd	$3.2324	3.4351	–	45585
Offshore Intl Gwth Fd	$4.3436	4.6160	–	45591
Offshore Japanese Gwth Fd	$1.3305	1.4140	–	47699
Offshore UK Growth Fd	$2.3381	2.4848	–	45598
Offshore Asia Smaller Mkts	$1.0653	1.1324	–	–
Offshore European Fd	$1.2543	1.7661	–	45664
Offshore Global Bond	$1.0884	1.1108	–	–
Offshore Global Bond Acc	$1.0884	1.1108	–	–
The Portugal Fund Limited				
Lloyds Bank Trust Company (Channel Islands) Ltd				
NAV Jul 2	$4.81		–	47466
Royal Bk of Scotland Fd Mngrs (Jersey) Ltd				
Ivory Growth Fund	£16.96	17.24xd	1.87	45638
LRM Defensive Strtgy	£12.97	13.81	–	41669
Royal Trust Intl Fd Mngt Ltd				
Sterling Fxd Int (d)†	102.90	102.90	6.84	46739
Intnational Bond (d)†	$1.1950	1.210	4.96	46740
†Prices on July 7 Next dealing July 14.				
Schroder Mngt Services (Jersey) Ltd				
Schroder Money Funds Ltd				
Sterling	£37.8070		4.80	45783
US $	$49.2387		1.82	45784
D-Mark	DM90.7536		6.83	45785
Swiss franc	SFr79.2733		3.86	45786
Yen	Y5220.99		2.02	45787
For Schroder Worldw Money see Capital Hse (Jersey Stl)				
For Schroder Worldw Selection see Capital Hse (Jersey Stl)				
Scrimgeour Kemp-Gee Mngmt., Jersey				
SKG Capital Fund	£5.454	5.806	–	45791
SKG Income Fund	£0.893	0.976	4.42	45792
TSB Trust Funds (CI)				
TSB Jsy Equity Fd	47.2	49.6	1.72	45830
TSB G'sey Equity Fd	47.2	49.6	1.72	45831
TSB Island Pension	488.8	512.5	–	45832
TSB Gilt Fd (Jsy) Ltd	107.01	110.51xd	7.60	45836
Tyndall International (Jersey) Ltd				
Gilt Fd	123.3	129.8xd	7.72	45892
(Accum Shares)	777.5	818.5	7.72	45893
Managed Currency Stlg	130	137	–	45894
International	430	452	0.97	45898
Warburg Asset Management Jersey Ltd				
Ch Island & Int	£1.38	1.48	2.30	45929
Energy Int	$122.85	130.95	–	45933
Mercury Bond Jul 7	$31.62	33.30	8.37	45934

LUXEMBOURG (SIB RECOGNISED)

	Init Chrge	Canc Price	Bid Price	Offer Price	Yield Gr's	City-Line
Abtrust Fund Mngrs Luxembourg SA (z)						
Bank Von Ernst & Cie AG						
Banque Scandinave a Luxembourg SA						

	Init Chrge	Canc Price	Bid Price	Offer Price	Yield Gr's	City-Line
Banque Scandinave a Luxembourg SA - Contd.						
Scandifund Bond Fund						
Bond Int. Acc	1	$-	12.29	12.30	6.64	45999
Europe Bond Acc	1	£-	1.53	1.56	7.15	45999
Bond DEM Acc	1	DM-	1.23	1.25	6.64	45575
Bond USD Acc	1	$-	1.42	1.44	5.79	45574
Bond Sweden Acc	1	SK-	16.57	16.75	10.19	45576
Scandifund International Sicav						
Intl Emerging Markets	5	$-	1.08	1.13	–	–
Barclays Diversified Portfolio						
14 rue Aldringen L-1118					352 4796 2939	
IPB Deutschmark Reserve		DM-	31.56	–	–	–
IPB Sterling Reserve		£-	10.38	–	–	–
IPB Swiss Franc Reserve		SFr-	30.62	–	–	–
IPB US Dollar Reserve		$-	20.34	–	–	–
IPB European Bond		Ecu-	17.86	–	–	–
IPB North American Bond		$-	21.38	–	–	–
IPB Espana		Pts-	2787	–	–	–
IPB Europe		Ecu-	18.19	–	–	–
IPB Japan		Y-	27.73	–	–	–
IPB Pacific Rim		$-	23.11	–	–	–
IPB United Kingdom		£-	11.04	–	–	–
IPB United States		$-	21.11	–	–	–
Barclays Inv Funds (Luxembourg)						
41 Avenue de la Gare L-1611					010 352 404344	
Equity Funds						
European Equity	5¼	£-	0.928	0.986	0.3	44034
Intl Equity	5¼	£-	1.488	1.549	0.3	44036
North Am Eqty	5¼	£-	33.88	36.04	0.3	44733
Pacific Eq	4¾	£-	6.415	6.821	0.3	44032
UK Equity	5¼	£-	1.111	1.182	0.5	44758
Bond Fund						
International Bond	3½	$-	99.54	104.08	5.3	44727
CMI Asset Management (Luxembourg) SA						
303 route d'Arlon, L-1150 Lux					010 352 458825	
CMI Managed Portfolio Investment Company (b)						
Safeguard Portfolio	F	£-	1.275	1.358	–	44737
Growth Portfolio	F	£-	1.145	1.218	–	44738
Enterprise Portfolio	F	£-	1.102	1.174	–	44739
CMI Global Network Fund (u)						
Commercial Union Luxembourg SA (u)						
41 Ave de la Gare L-1611					010 352 40000	
Commercial Union Privilege Portfolio						
Den norske Bank						
11 Rue Aldringen 2960 - Lux					010 352 4491	
DnB 1 Nordic Bond		NKr-	13487.41		–	
DnB 1 Nordic Equities		NKr-	9850.93		–	
Disa Income Fund						
Dolphin Intl Investments (u) SICAV						
14 rue Aldringen, L-1118 Luxembourg					0534 27391	
Dresdnerbank Asset Mngmt SA (u)						
13 Rue Beaumont, L-1219 Luxembourg						
E.T. Investment Management Ltd						
13 Rue Goethe, BP 413, Luxembourg					010 352 4045461	
Eagle Star - Global Assets Fund (u)						
8 Rue Aldringen L-1118 Luxembourg						
EquiFond-Wright National Eqty Fd (u) (x)						
14 rue Aldringen, L-1118 Lux						
Fidelity Funds (u)						
Kansallis Hse, Place de l'Etoile, L-1021 Lux BP 2174						
Fleming Group (u)						
46 Rue Des Scillas L-2529 Howald Luxembourg					010 352 405040 or 071-382 8018	
*Weekly Dealing on Wednesdays						
Gartmore Luxembourg SA (u)						
38 Allee Scheffer, L-2520 Lux					010 352 4767470	
Japan Warrant		$-	0.60	0.63	–	
Henderson Management SA (u)						
Hypo Foreign & Colonial Port Fd Sicav (u)						
INVESCO International Limited (u)						
Jupiter Tyndall Global Fund						

	Init Chrge	Canc Price	Bid Price	Offer Price	Yield Gr's	City-Line
Kleinwort Benson Japanese Warrant Fund						
14 rue Aldringen Luxembourg					010 352 4799-1	
NAV		$-	7.395		–	
Kleinwort Benson Select Fund (u)						
14 Rue Aldringen L-1118 Luxembourg					010 352 47991	
British		Ecu-	2.76	2.92	–	
Emerging Asia		Ecu-	2.37	2.58	–	
European		Ecu-	2.03	2.15	–	
Japanese		Ecu-	2.05	2.18	–	
Kosmetic World		FM-	16.68	17.71	–	
North American		Ecu-	2.51	2.66	–	
Dollar Bond		$-	2.10	2.21	–	
International Bond		Ecu-	2.50	2.63	–	
European Bond		Ecu-	3.26	3.48	–	
Convertible Bond		Ecu-	2.38	2.47	–	
Yen Bond		Y-	359.65	378.61	–	
Latin American Mngmt Group Ltd (u)						
Exchange Hs, Primrose St, Ldn, EC2A 2NY					071-628 1234	
Argentinian Inv Co		$-	16.97		–	
Brazilian Inv Co SICAV		$-	23.26		–	
Latin Am Income Co SICAV		$-	10.03		–	
Latin Amer Inv Co SICAV		$-	8.39		–	
Mexican Inv Co SICAV		$-	30.66		–	
Liberty ALL-STAR World Pfolio-Eqty Fd(u)						
2 boulevard Royal, Luxembourg					010 352 46901	
NAV (z)		$-	11.27		–	
Lloyds Bank Luxembourg						
1, Rue Schiller, Luxembourg					010 352 4022121	
Lloyds International Portfolio						
Midland Internatnl Circuit Fund SICAV(u)						
Midland Bank Fund Managers (Jersey) Ltd						
PO Box 26, St Helier, Jersey					0534 606000	
Nomura Global Fund (u)						
1 St Martin's-le-Grand, EC1A 4NP					071 236 8811	
Asia Pacific P'folio		$-	7.37		–	
PRICOA Worldwide Inv Portfolio Sicav (u)						
9 Rue Schiller, L-2519 Lux					(352) 473091	
Pacific Growth Series		$-	14.06		–	
S-T Glob Inc Series		$-	9.86		–	
US Growth Series		$-	12.96		–	
Regent Global Fund (u)						
14 Rue Leon Thyes L-2636					010 352 4204971	
Templeton Global Strategy SICAV						
3 Boulevard Royale, L-2449 Lux						
Touche Remnant (Guernsey) Ltd (u)						
Bermuda Hse, St Peter Port, Guernsey					0481 726268	
S.G. Warburg Asset Mngmt Lux SA (u)						
14, Rue Leon Thyes, L-2636 Lux					010 352 421211	
Wardley Investment Services (Lux) SA (u)						
7 Rue du Marche-aux-Herbes L-1728 Luxembourg						

LUXEMBOURG (REGULATED)(**)

	Bid Price	Offer Price	Yield Gross	City-Line
Asina International Umbrella Fund (u)				
Growth Funds				
American Equity	$7.24		0.00	46228
Asian Equity	$16.68		0.66	46230
Australian Equity	A$5.88		1.71	46231
European Equity	$7.66		0.00	46232
Japanese Equity	$9.73		0.00	46233
UK Equity	£7.07		1.83	46234
Income and Growth Funds				
American Inc & Gwth	$8.25		2.05	46235
European Inc & Gwth	$8.28		1.77	46236
Latin American Inc & Gth	$5.05		1.04	
Pac Basin Inc & Gwth	$5.00		0.42	46237
UK Inc & Gwth	£7.13		4.13	46238
Income Funds				

	Bid Price	Offer Price	Yield Gross	City-Line
Credit Commercial de France				
Euro Sstr Cos Class A	Ecu12.53		–	44986
Euro Sstr Cos Class B	Ecu12.53		–	44987
Euro Prestige Cls A (u)	Ecu9.81		–	44608
Euro Prestige Cls B (u)	Ecu10.95		–	44492
Credit Lyonnais Rouse (Bermuda) Ltd				
CLR SELECT June 30				
Diversfd US$ Tradg	$10.71		–	–
Diversfd DM Tradg	DM22.74		–	–
Diversfd FFr Tradg	FFr57.18		–	–
Diversfd A$ Tradg	A$10.75		–	–
Diversfd US$ Bnds May 89	$10.62		–	–
Diversfd A$ Gntd Jan 2000	A$11.22		–	–
Financial US$ Tradg	$10.59		–	–
Financial DM Tradg	DM21.25		–	–
Currency US$ Tradg	$10.28		–	–
Currency DM Tradg	DM21.62		–	–
Credit Suisse				
Daiwa Japan Gem Fund				
Daiwa Japan Gem	$10.37	10.62	–	44657
Daiwa Japan Small Equity Fd (u)				
Daiwa Japan Small Eq	$11.24		–	43767
Dean Witter World Wide Invest. Tst SA				
NAV	$26.80		–	44674
The Dragon Fund Sicav				
NAV May 25	$120.15		–	44486
Espirito Santo Investment Mngmt (SICAV)				
Southern European Fd	$6.81		–	47459
ECU Bond	Ecu109.48		–	47346
Eurecu Management S.A.				
Eurecu Fd NAV Apr 30			–	46949
Europe Value Fund (u)				
EurOptec (u)				
Fidelity Intl Inv Mngt (Luxembourg) SA				
Fidelity Investment (CI) Ltd				
The First Korea Smaller Companies Fund				
Fleming Group				
Gamax Funds				
Mexi-Fonds International	DM12.90		–	–
Gartmore Luxembourg S.A.				
Worldwide Growth	7.77	8.16	–	47932
Phoenix Fd	$16.82		–	47990
H.C.M. HYPO Capital Mgt Luxembourg SA				
International Bond Trust				
CGIC A NAV	$11.90		–	46302
International Specialty Fund (u)				
Intl Specialty	$9.87		–	46305
INVESCO International Limited				
Asia Powerful	$14.6200	15.2000	–	47341
Taiwan Growth	$4.3000	4.6000	–	47718
InverSud Investment Fund SICAV				
NAV Jul 8	$1181.44		–	–
Investissements Atlantiques SICAV				
NAV Jun 21	$27.83	27.81	0.4	46306
Latin American Mngmt Group Ltd				
Colombian Inv Co SICAV	$9.68		–	–
Peruvian Inv Co	$10.80		–	–
Lloyds Bank Luxembourg (u)				
Lloyds International Liquidity				
Pound Sterling £	£165.08		4.84	47360
Deutsche Mark DM	DM136.79		6.69	47357
US Dollar $	$125.29		2.41	47358
Japanese Yen Y	Y12365		2.69	47359
Swiss Franc SFr	SFr124.67		4.49	47356
Canadian Dollar	C$113.11		4.43	40669
French Franc	FFr119.91		7.34	41197
ECU	Ecu120.33		7.18	40886
Mediterranean Fund (SICAV) (u)				
NAV Jul 6	Ecu11.08		–	46446
Merrill Lynch Asset Management				
Merrill Lynch Global Currency Bond Series				
Morgan Stanley Sicav				
Murray Universal Sicav				
NM Income & Gwth Fd				
Asian Development Equity Fund				
Atlantis Sicav				
BAII Intermarket Fund				
Banque Paribas Luxembourg				
CSFB Umbrella				
Capel-Cure Myers Intnl Fd Sicav (u)				
Citicorp Investment Mgmt (Luxembourg) SA				
Clemente Korea Emerging Growth Fund				
NAV May 21	$12.42		–	–

	Bid Price	Offer Price	Yield Gross	City-Line
Rosenberg Management SA (u)				
Portfolio A: NAV	$10.13		–	47468
Portfolio B: NAV	$12.65		–	47469
Rosenberg US Japan Mngmt Co SA (u)				
Rosenberg Alpha Fund US Japan				
Portfolio A: NAV	$10.47		–	47658
Portfolio B: NAV	$12.41		–	47659
Edmond de Rothschild Group				
In house fund				
Asian Capital Holdings	$50.3847		–	–
Edmond de Rothschild Group				
Other funds				
Asia Japan Emerging	$12.33		–	–
Five Arrows Asia Pacific Fund				
Japan Recovery	$13.17		–	–
Asian Opportunities	$12.55		–	–
The French Prestige Fd Jul 8	$22.14		–	46026
The French Prestige Fd	FFr127.17		–	46027
M-Fund Dollar Growth	$101.00		–	–
SCI/TECH SA				
SCI/Tech NAV	$17.62		–	45741
Scudder, Stevens & Clark				
Scudder Global Opportunities Funds				
Global Equity Fund				
Class A (z)	$15.11		–	–
Class B (z)	$15.11		–	–
US Quality Growth Fund				
Class A (z)	$14.85		–	–
Class B (z)	$14.85		–	–
Emerging Markets Growth Fund				
Class A (z)	$14.98		–	–
Class B (z)	$14.98		–	–
Global Bond Fund				
Class A (z)	$15.26		–	–
Class B (z)	$15.32		–	–
Emerging Markets Income Fund				
Class A (z)	$15.32		–	–
Class B (z)	$15.45		–	–
US Mortgage-Backed Securities Fund				
Class A (z)	$14.97		–	–
Class B (z)	$15.17		–	–
Target International Ltd				
Intl Growth Fd	$20.30		–	–
Templeton Emerging Asia				
NAV Jul 7	$9.09		–	–
Templeton Worldwide Investments				
Growth Portfolio				
Class A-1 $	$10.82		–	41215
Class A-2 $	$13.47		–	41217
Class A-3 $	$11.81		–	41221
Class B-1 $	$10.43		–	41235
Class B-2 $	$13.08		–	41236
Income Portfolio				
Class A $	$10.83		–	41237
Class B $	$10.46		–	41246
Transworld Bond Trust				
NAV	$12.86		–	46670
US Pacific Stock Fund (u)				
NAV	$18.30		–	45802
Unibank SA, Frontrunner I (u)				
European Equities	Ecu84.82		–	47950
Global Bonds	DKr134.58		–	47951
Global Bonds	DM124.86		–	47952
Sterling Fund	£150.86		–	47953
Scandinavian Bond	DM128.67		–	44454
Danish Bonds	DKr135.30		–	44634
Scandinavian Equities	Ecu124.35		–	–
Unico Financial Services SA Lux				
DG Bank London Branch				
Unico Invest. Fund	DM71.97	74.20	3.00	45909
Unico Equity Fund (u)	DM85.51	89.69	3.00	45908
Wardley NAPT (Luxembourg) SA				
"WINTERTHUR" Fund Mngmt Co (Lux) SA				
World Bond Fund-SICAV				
World Trust Fund				
Yamaichi Advanced Technology Fund				
Yamaichi 1992 OMNI Fund SICAV (u)				

SWITZERLAND (SIB RECOGNISED)

	Init Chrge	Canc Price	Bid Price	Offer Price	Yield Gr's	City-Line
B.I.A. Bond Investments AG						
8 Baarerstrasse CH6301, Zug, Switzerland					317180	
Barer SF, Series A		SFr-	6880	9110	–	
Barer SF, Series B		SFr-	609	611	–	

OTHER OFFSHORE FUNDS

	Bid Price	Offer Price	Yield Gross	City-Line
ATSP Management Ltd				
Philippines Long Term Equity Fund				
NAV May 31	$27.88		–	47417
Abtrust Fund Mngrs (Guernsey) Ltd				
The New Asia Fund Ltd				
NAV US$ (diluted)			–	44486
NAV US$ (undiluted)	$8.36		–	44487
Adig Investment				
Adiroata	DM50.40	51.01	–	44617
Adiverba	DM123.59	129.75	–	44618
Fondak	DM80.20	82.62	–	44619
Fondis	DM50.24	52.78	–	44620
Asian Malaysian Growth Fd (Cayman) Ltd				
NAV July 5	$12.6073		–	44489
Alliance Capital				
International	$18.84	19.87	–	44669
International Class B	$15.86		–	44670
Censor	$22.32	23.62	–	44671
Censor Class B	$21.89		–	44672
Global Small Cap	$10.45	11.04	–	44673
Global Small Cap Class B	$10.22		–	44674
Canadian Fd	$8.45	8.76	–	44674
Allied Dunbar International Fund Mngrs (1990)F				
ADI Emerging Asia NAV	$9.50		–	–
Alpha Fund Management Ltd				
Alpha Asia Hedge Jun 8	$131.48		–	–
Alpha Europe Jun 30	Ecu228.84		–	–
Alpha Futures May 31	$182.68		–	–
Alpha Global May 31	$313.76		–	–
Alpha Hedge May 31	$414.87		–	–
A Japan Spec Hedge Jun 30	$201.33		–	–
Alpha Latin Am May 31	$181.59		–	–
Alpha Pacific May 31	$368.80		–	–
Alpha Short May 31	$79.87		–	–
Alpha Tilden Jun 30	$150.94		–	–
A Worthington Jun 30	$103.39		–	–
Asian Convertibles & Income Fd (Cayman)				
NAV Jul 8	$11.80		–	44480
Austro-Hungary Fund Ltd				
Lloyds Bank Fund Managers (Guernsey) Ltd				
NAV Jul 8	$9.77		–	45196
BEA Associates				
Sth America NAV Jul 8	$9.74		–	45069
Mexico Lqd Assets Jul 8	$13.2848		–	47117
Argentina Debt Fd Jun 29	$15.04		–	47287
BEA/Wellcot Latin Am Debt	$14.24		–	–
Brazilian Eq Inv Ltd Jun 30	$127.94		–	–
Julius Baer Bank & Trust Co Ltd				
Liquibaer	$2213.09	2214.80	–	44708
Bank Von Ernst & Cie AG				
Crossbow (Far East)	SFr18.65	18.98	–	45255
CSF (Int Man)	SFr47.92	50.18	–	45257
ITF Fd (Technology)	$17.19	18.19	–	45262
O'seas Fd (By Assoc)	$95.74	99.73	–	45263
Bque Fr Serv & Cr/Europ Inv Mgt Ltd				
Parlour Emerging Markets Umbrella Fund				
Latin Am Class A May 31	$9.60		–	–
Latin Am Class B May 31	$9.60		–	–
Asia Class A May 31	$11.37		–	–
Asia Class B May 31	$11.37		–	–
Global Class A May 31	$10.53		–	–
Global Class B May 31	$10.53		–	–
Barclay Eurofutures Fund Ltd				
NAV	Ecu1010.042		–	–
Baring International Group				
Puma Fd NAV Jul 2	$22.68		–	46662
Chrysalis (off) Jul 2	$7.92		–	47118
Chrysalis (und) Jul 2	$8.04		–	47119
Chrysalis C NAV Jul 2	$4.98		–	–
The Batavia Fund Ltd				
NAV Jul 2	$11.04		–	43674
Bermuda Capital Company Ltd				
NAV May 28	$33.45		–	–
Bermuda Intl Invmnt Mgmnt Ltd				
Anchor Intl (z) Jul 8	$20.93	20.94	1.29	45001
Bda Intl Currency Jul 8	$19.70	19.69	–	44774
Bordier Funds Ltd				
The Brazilian Inv Fund				
Bridge Management Ltd				
Buttonwood Management Co Ltd				
CA Securities Investment Fund Mngt Ltd				
CDC International				
Castrade ITEC Fund Management				
Capital International				
Cathay Clemente (Holdings) Limited				
Chameleon Funds Limited				
The China Fund				
The China Invest & Development Fd Ltd				
Citizens Investment Trust Mgt Co Ltd				

	Bid Price	Offer Price	Yield Gross	City-Line
Connaught Investments Ltd (Hong Kong)				
Connaught World Growth	$18.87	21.28	–	47423
Connaught Indonesian Gth	$2.88	3.08	–	47427
Connaught Pacific Wnt	$10.67	11.53	–	47657
Connaught Bermuda Fd	$13.67	14.36	–	47658
Connaught Malaysian	$15.34	16.12	–	44491
Connaught HK Special Sits	$11.75	12.34	–	47768
Connaught Pacific Ent	$20.11	21.13	–	47767
Connaught Thailand Fd	$20.03	21.04	–	47426
Craig Drill Capital Ltd				
NAV Apr 30	$127.81		–	–
Credit Lyonnais Intl Asset Mngmt (HK) Ltd				
Asian Smlr Cos Jun 30	$9.72	10.22	–	–
Asian Spec Sits	$23.41	24.60	–	47365
Indonesian Growth Jul 8	$9.73	10.22	–	47369
Pacific Gth Jul 3	$19.43	20.32	–	47371
Asia-Pacific Growth	$22.17	2.29	–	47365
Singapore Growth	$1.79	1.88	–	47372
Pacific Portfolio Jul 3	$13.78	14.48	–	44627
Pakistan Gth Jul 5	$8.61	9.06	–	47647
Pakistan Spec Sits Jul 8	$8.01	8.61	–	–
China Gth Jun 30	$8.06	8.48	–	–
Credit Lyonnais Rouse (Bermuda) Ltd				
Systematrend Ltd	$22.628		–	44798
Cregem International Bank				
Cregem Leveraged	Ecu137.06		–	47007
Cregem Forex	$142.92		–	–
Crystal Corporation N.V.				
Sta Class A/B Jun 25	$79.89	82.23	–	–
DWS Deutsche Ges. F. Wertpapiersp				
Investa	DM73.82	77.52	–	44870
Provesta	DM104.00	109.20	–	44871
Rentenfonds	DM68.61	71.86	–	44872
Inter-Renta	DM35.30	36.37	–	45666
Daehan Investment Trust Co Ltd				
Korea Trust NAV Jul 3	$49.07		–	–
Seoul Trust NAV Jul 8	$29.20		–	–
Daehan Korea Trust NAV Jul 6	$9.12		–	–
Daehan Asia Trust NAV Jul 6	$10.07		–	–
Daiwa APT Japan Fund				
Daiwa APT Jap	$8.0408	8.1919	–	47851
Daiwa Intl Capital Management (H.K.) Ltd				
Indonesia Equity NAV	$8.23		–	43149
Malaysia Equity NAV	$16.34		–	40564
Ocean Asian Eqs Jul 8	$10850.36		–	–
Ocean Asian Gth Jul 8	$12920.91		–	–
Daiwa Japanese Equity Warrant Fund				
Jap Eqty Wrnt Jul 6	$319.62	357.55	–	43972
Deutscher Investment-Trust				
Concentra	DM44.45	46.67	–	44877
Int. Rentenfonds	DM75.35	77.81	–	44878
ESS Overseas Fund Ltd				
NAV Jun 30	$1603.08		–	46463
Eagle G-7 Mexico Fund Ltd				
NAV Jun 25	$1.00		–	–
East Asia Hamon Asset Mngt Ltd				
Selected Asian P'folio	$16.21	16.22	–	47943
Emerging Markets Management				
Emer Mkts Strat May 31	$305.69		–	43049
Asian Emer Mkts Jun 15	$11.88		–	40018
Latin Am Em Mkts Jun 30	$22.87		–	–
The Environmental Investment Co Ltd				
Ecofin Fund Management Ltd				
NAV Jul 6	$8.98		–	–
Ermitage Group				
Euro G-7 Mexico Fund Ltd				
Europa 1992				
G.S. Europe Obligations SA				
FFM / Swiss Financial Services				
FX Concepts (Bermuda) Ltd				
Concepts Forex Fund	$11.27		–	–
Fairbanks Global Capital Fund Ltd				
NAV May 28	$50209.82		–	–
Falcon Fund International Inc				
Falcon Fd NAV May 31			–	47736
Fidelity Investments				
First Mexico Income Fund				
First Mexico Inc Jun 30	$22.46		–	44947
Five Arrows Chile Fund Ltd				
NAV Jul 8	$22.24		–	44457
Formosa Fund				
Formosa Growth Fund Limited				
NAV	$9.47		–	44565
Frankfurt Trust Investment-GmbH				
For French Prestige see Edmond de Rothschild (Lux Reg)				
GT Chile Growth Fund Ltd				
NAV Jul 8	$26.13		–	45877
GT Management Plc				
Gaia Currency Funds				
Garzarelli Sector Analysis Portfolio NV				
NAV	$13.15		–	47736
Genesis Fund Managers Ltd				
Gartrust SA				
Global Asset Management				
Offshore Funds				
Global Government Plus Fund				
Goldman Sachs				
Green Way Guaranteed Ltd				
Greystone Partners Fund				
Group One Limited				
Group One International Tst				
Guinness Flight Int Accum Fund				
Hansberger Ridge NV Caracas				
The India Magnum Fund NV				
Indosuez Asia Invest Services Ltd				

	Bid Price	Offer Price	Yield Gross	City-Line
The Jaguar Fund N.V.				
NAV Jul 8	$474.34		–	46083
The Japan Capital Secured Trust				
NAV May 17	$9.2992		–	43799
Jardine Fleming Inv Mngt Ltd				
JF Fledling Jpn NAV Jul 5	Y2.0967		–	45841
JF Japan OTC NAV Jul 5	$12.14		–	47996
JF Pac Wrt NAV Jul 9	$4.07		–	45339
JF Asia Select NAV Jul 5	$1.16		–	40655
JF Philippine NAV Jul 5	$11.02		–	47994
JF Indonesia NAV Jul 5	$1.38		–	47467
Jardine Fleming Unit Trusts Ltd				
Asia Pacific				
JF Asean Trust(z)	$33.53	35.49	–	45331
JF Australia Tst	$5.29	5.64	–	45333
JF China Trust	$17.59	12.74	–	–
JF Eastern Tst(z)	$56.65	60.15	–	45330
JF Eastern Smaller Cos	$21.52	22.86	–	47771
JF Far Eastern Wrts Tst	$14.94	15.89	–	40655
JF HK Tst(z)	$15.59	16.40	–	45329
JF India Pacific	$22.73	24.17	–	40765
JF Japan Trust(z)	Y12136	12840	–	45324
JF Japan OTC Tst	Y1414	1504	–	41622
JF Japan Small Co	Y45233	47854	–	45325
JF Japan Tech Tst	Y29830	31559	–	45329
JF Japan Warrant	$9.65	10.27	–	47018
JF Korea Trust	$10.34	11.01	–	47770
JF Malaysia Tst	$16.23	17.18	–	40630
JF New Zealand Tst	$12.13	12.85	–	40545
JF Ninja	Y2300	2447	–	45744
JF Japan Ninja Leveraged	Y1288	1368	–	46798
JF Nomura Asia Tst		$17.04	–	40803
JF Pacific Inc Tst(z)	$9.30	9.85	–	45326
JF Pacific Secs Tst(z)	$49.62	52.61	–	45327
JF Pacific Smlr Cos Tst	$9.89	10.52	–	–
JF Philippine Tst	$65.96	69.51	–	45332
JF Taiwan			–	47019
JF Thailand Tst	$19.00	20.22	–	40568
International				
JF American Growth Tst	$15.31	16.20	–	45335
JF Continental EuroTst	$2.93	3.11	–	45337
JF Global Bond Fd	$17.47	18.50	6.2	45336
JF European Bond Fd	$10.71	–	–	–
JF European Tst(z)	$11.62	12.30	–	45338
JF Germany Tst	DM8.32	8.81	–	40678
JF Global Conv Tst	$13.51	14.31	–	46769
JF Global Securities (z)	$16.57	17.54	–	45334
JF Managed Currency	$11.69	12.37	–	47031
JF Money Fd US$	$1.00		2.82	46152
JF Money Fd Yen	Y100		2.87	46155
JF Money Fd DM	DM1.00		7.14	46154
JF Money Fd £	£1.00		5.86	46153
JF Money Fd SFr	SFr1.00		4.42	45204
JF Money Fd Ecu	Ecu1.00		7.77	45528
JF Money Fd C$	C$1.00		4.57	43040
JF Money Fd A$	A$1.00		4.45	43041
JF Money Fd HK$	HK$1.00		3.08	46156
Daily Dealing EXCEPT Marked with *				
Johnson Fry Securities Ltd				
US Modern Gtd Futures Fd	£101.11		–	–
Kestrel				
First Kestrel Gtd Jun 30	$9.81		–	45052
Sterling Share Jun 30	£15.10		–	45439
US Dollar Shs Jun 30	$23.64		–	47669
Korea Intl Investment Fund				
NAV Jun 30	$103.67		–	–
Korea Investment Trust Co Ltd				
Korea Intl Trust NAV	$33.46		–	–
Seoul Intl Trust NAV	$37.79		–	–
Korea Eqty Trust NAV	$7.72		–	–
Korea Pacific Trust NAV	$9.56		–	–
Greater Korea Trust	$10.73		–	–
Lehman Brothers Oporto Growth Fund				
NAV Jun 15	$8.94		–	44640
Lippo Asia Ltd				
London Portfolio Services Group				
MFS Meridian Funds				
Malaysia Capital Fund Ltd				
Malaysia Fund (Labuan)				
Malaysia Growth Fund				
Man International Futures				
Mauritius Fund Ltd				
Lloyds Bank Fund Managers				
NAV May 31				
MeesPierson				
Merrill Lynch				
Minvielink International Ltd				
Momentum Asset Mngmt				
Montgomery Emerging Markets Fund Ltd				
NAV Jul 2				
Moore Global Investments				
Morgan Stanley Emerging Market Fund Ltd				
Morgan Stanley Japanese Warrant Fund NV				
NAV	$3.1360		–	42142
National Investment Trust Company Ltd				
The New Taipei Fund Ltd	$6.4087		–	47737
Newport International Management				
Newport Tiger Fd	$4.9843		–	–
Newport Tiger Fd	£3.3907		–	–
Newport Investment Management Ltd				
Npt Number 1	0.7004		–	–
Npt Portfolio Protection	$5.2082		–	–
Npt Portfolio Protection	£3.4611		–	–
Nomura Warrant Fund 1990 Ltd				
NAV	$0.09		–	45001
North Star Fund Managers (Cayman) Ltd				
Invest Fund	DKr374.0	375.0	–	45568
Low Risk Fund	DKr292.0	293.0	–	45569
High Perf. Fund	DKr376.0	377.0	–	45570
Bond Fund	DKr196.0	197.0	–	45571
Second Low Risk Fd	DKr234.0	235.0	–	45572
Second High Perform Fd	DKr280.0	281.0	–	45573
Mixed Intl Fd	DM187.0	188.0	–	45574
Invest Fd (Cayman)	DKr172.0	173.0	–	46565
High Perf Fd (Cayman)	DKr195.0	196.0	–	46566
Bond Fd (Cayman)	DKr158.0	159.0	–	46567
Mixed Fd (Cayman)	DM151.0	152.0	–	46568
High Security Fd	DKr210.0	211.0	–	46569
High Income Fd	£74.9	75.0	–	46570
Dollar Growth Fd	$1.66	1.67	–	44529
Dollar Income Fd	$1.36	1.37	–	44530
North Star International Currency Fund				
US Dollars	$17.7	17.8	–	44531
Pound Sterling	£21.0	21.1	–	44544
Deutschmark	DM183.0	184.0	–	44538
Japanese Yen	Y1809.0	1810.0	–	44543
Danish Kroner	DKr206.0	207.0	–	44951
Swiss Franc	SFr194.0	195.0	–	44953
French Franc	FFr197.0	198.0	–	44952
Swedish Kroner	SKr168.0	169.0	–	44954
Odey Asset Management Ltd				
Odey European	DM138.95		–	–
Old Ironsides International Ltd				
Old Ironsides May 31	$116.93		–	–
Omega Overseas Partners Ltd				
Omega Overseas Partners Jul 1	$156.67		–	47721
Optima Fund Management				
Optima Fd NAV Jun 30	$16.61		–	46003
Optima Futs Fd NAV Jun 30	$17.74		–	46653
Optima Global Fd NAV Jun 30	11.01		–	–
Optima Pericels Fd (z)	$11.43		–	–
Optima Short Fd NAV Jun 30	$8.94		–	44642
Orbis Investment Management Ltd				
Orbis Global Eqty	$14.65	15.38	–	47945
Orbis Optimal Eqty	$19.06	20.03	–	47947
Orbis Leveraged Eqty	$22.14	23.50	–	47946
* Prices on July 8 Next Pricing July 15 Weekly Pricing				
Orbitex Bahamas Ltd				
Orbitex Nat Res Fd	C$14.6462	15.4436	–	45562
Orbitex Growth Fund	$7.9295	8.7225	–	45561
Orbitex Health & Environmental	$5.4925	6.0068	–	47660
ORIENT Growth Fd				
NAV	$11.12		–	47655
PFC Internatl Portfolio Fd Mngt Ltd				
Specialist Growth Fd	$3.08		–	45156
Balanced Growth Fd	$2.63		–	44955
Sterling Income Fd	£1.67		–	45192
International Bond Portfolio	–			–
PFC-LCC & B	$13.50		–	45139
PFC LCC & B Stlg Class	£10.76		–	–
PFC Cap Global P'folio	$13.71		–	44958
PFC Dynamic Mkts P'folio	$11.67		–	44962
PRS International				
PRS Divid Returns	$9.02		–	45667
PRS Managed Futures	$13.66		–	47665
PRS Hedged Equities	$10.14		–	47666
PRS Fixed Rate	$13.61		–	43602
PRS Opportunity	$10.29		–	47286
PRS Multicurrency Fxd Rate	$11.57		–	47320
PRS Multimanager	$9.95		–	46579
PRS Global Resources	$11.37		–	–
Atlantico PRS Diversified	$10.56		–	–
PRS Global Mngmt	$10.51		–	–
PRS Ingenuit	$10.41		–	–
Security Fund	$10.21		–	–
PRS Fixed Rate Inst	$13.49		–	–
PRS Richmond	$9.75		–	–
Pacific Growth Fund				
NAV	$16.42		–	46599
Pakistan Fund				
NAV Jul 8	$4.86		–	45087
Pequot International Fund Inc				
NAV May 10	$172.69		–	–
Philippine Income Fund Inc				
NAV Jun 30	$10.72		–	–

	Bid Price	Offer Price	Yield Gross	City-Line
Portuguese Investment Fund Ltd				
NAV Jul 8	$93.0483		–	44944
Putnam International Advisers Ltd				
Emrg Hlth Sci	$34.27		–	45846
Emrg. Info. Sci.	$31.40		–	45847
High Inc GNMA (z)	$9.37		–	45848
International Fund	$13.71		–	45849
Global Hi Gth Fnd	$15.80		–	45850
Global Govt. Inc. Tst.	$15.10		–	45851
Quantum Group				
Quantum Fund	$27969	29695	–	45852
Emerging Growth Fd	$278.40	287.30	–	47328
Quasar Intl Fd	$235.10	241.91	–	46484
Quota Fund	$266.82	297.70	–	47330
Realty	$136.0	139.0	–	–
Real Estate Strategies Ltd				
RES International	C$-	1073.50	–	47870
Regent Fund Management Ltd				
Undervalued Assets Ser 1	$8.65		–	46132
Leveraged Futures	$83.14		–	–
New Korea Growth	$10.33		–	–
Pacific Arbitrage Co Ltd	$7.13		–	–
Pacific Arbitrage Co Ltd	Y768.0		–	–
R.L. Country Warrant	$149.49		–	–
Republic New York Funds				
Global Currency Jul 2	$1044.31		–	–
Global Fixed Inc Jul 2	$1016.49		–	–
Rosenwald, Roditi & Co				
Korea Non-Life Invest NAV	$102.41		–	–
Rothschild Asset Management (CI)				
Tokyo Pac (Sonbrd)	$178.78		–	45597
Royal Trust Intl Money Market Fund				
RT Money US$ Acc	$1.0416		2.60	–
RT Money US$ Inc	$1.0076		2.53	–
RT Money C$ Acc	C$1.0700		4.15	–
RT Money C$ Inc	C$1.0208		4.82	–
RT Money UK£ Acc	£1.1006		5.49	–
RT Money UK£ Inc	£1.0304		5.76	–
RT Money SFR Acc	SFr1.0485		4.17	–
RT Money SFR Inc	SFr1.0047		4.18	–
RT Money DM Acc	DM1.0719		6.77	–
RT Money DM Inc	DM1.0123		6.82	–
RT Money Fd Yen Acc	Y1.0118		2.19	–
RT Money Fd Yen Inc	Y1.0060		2.31	–
Sabre Futures Fund				
Diversified A Shs	$23.37		–	45742
Currency C Shares	$54.41		–	45745
London Currency	$97.21		–	–
Safra Republic Holding				
Republic Gnsey Dollar Income	$10.60		–	–
Republic Gnsey Europe Income	DM10.62		–	–
Republic Latin Am Allocated	$103.89		–	–
Republic Latin Am Argentina	$102.94		–	–
Republic Latin Am Brazil	$105.64		–	–
Republic Latin Am Mexico	$103.41		–	–
Republic Latin Am Venezuela	$106.01		–	–
Republic GAM	$132.12		–	42641
Republic GAM Growth	$139.15		–	43359
Republic GAM Growth CHF	SFr108.54		–	–
Republic GAM Pacific	$124.53		–	46601
Republic GAM America	$113.88		–	47732
Republic GAM Europe	SFr108.68		–	47281
Republic GAM Em Mkts Global	$115.88		–	–
Republic GAM Em Mkts Latin Am	$98.04		–	–
Republic GAM Opportunity	$109.46		–	–
Schroder Investment Management Limited				
Cap US Equity Jul 8	$10.23		1.4	43780
Schroder Japanese Warrant Fund				
Undiluted NAV Jul 8	$1.32		–	43803
Schroders Asia Limited				
Asian Fund	$17.42	18.34	–	45786
Asian Smaller Cos	$9.49	10.00	–	47144
Schroders Australia Ltd				
Schroder (Switzerland) Fund				
Scudder, Stevens & Clark Inc				
Sogespar Securities (Bermuda) Ltd				
Steinmetz International Mngmt (Bermuda) Ltd				
Scottish Asset Management Inc				
Carl Spangler KAG				
State Street Banque SA				
Taiwan Fund Managers Limited				
Taipei Fund				
Taiwan Tracker Fund Limited				
Templeton Galbraith & Hansberger Ltd				
The Thai Development Capital Fd				
The Thai-Euro Fund Ltd				
The Thai Prime Fund Limited				
The Thailand Fund				
The Thailand Growth Fund				
The Thailand Intl Fund Ltd				
Thomson Currency Funds				
Thornton Investment Management Ltd				
Philippines Regional Fd	$40.47		–	45855
Tiger Fund	$39.46		–	45856
Japan Fund	$22.17		–	45846
Korea Jul 2	$11.92		–	–
Oriental Inc Fund	$23.28		–	45860
Pacific Inv SA £ (z)	£12.22	12.63	–	45861
Pacific Inv SA DM (z)	DM31.14		–	47105
Jakarta C'cos NAV Jun 8	$13.79		–	47669
Managed Selections	$15.02		–	–
New Tiger Selections Fund				
Thailand	$12.93		–	43046
Malaysia	$17.13		–	43046
Indonesia	$7.24		–	43048
Singapore	$17.02		–	43350
China	$11.34		–	43354
US$ Liquidity	$10.18		–	43355
Thornton Taiwan Fund				
Equity Income	$9.20		–	41581
Equity Growth	$10.27		–	41576
Liquidity	$10.00		–	40676
Trans Global Investments Limited				
Trans Global Inv Ltd	$210.97	217.30	–	47724
Tyndall International (Bermuda) Ltd				
Am Special Sits †(4-1)	$11.02	11.58	–	45878
Capital Protection	C$12.75	13.40	4.59	47037
Eurobond †(2-1)	$14.00	14.71	3.27	45873
Money (z) †(2-1)	$13.05	13.71	1.44	45872
Mortgage (z)	C$19.92	20.92	9.20	45875
North American †(3-1)	$12.88	13.54	–	45871
Overseas †(1-1)	$15.98	16.77	–	45876
Tiger †(5-1)	$15.47	16.25	–	45877
Ultra Futures Fund Ltd				
Fund Advisors Ltd Jul 2	$10408.82		–	–
Ultra Hedge Fund Ltd				
Fund Advisors Ltd Jun 30	$1095.82		–	–
Ultra Sector Fund Ltd				
Fund Advisors Ltd Jun 30	$1105.804		–	–
Ultra Value Fund Ltd				
Fund Advisors Cl B Jun 30	$1086.43		–	–
Fund Advisors Cl C Jun 30	$1065.08		–	–
Fund Advisors Cl D Jun 30	$1000.67		–	–
Valu-Trac Investment Management Ltd				
Valu-Trac Global Bd Tst	$10.64	11.26	–	40569
Valu-Trac Global Eqty Tst	$9.81	10.38	–	40570
The Vietnam Fund Limited				
Lloyds Bank Fund Managers (Guernsey) Ltd				
NAV Jun 30	$9.86		–	44098
Vigilant Fund Company Ltd				
Vigilant Managed Fd	£100.71	105.75	–	–
Wardley Investment Services Ltd				
Japanese Warrants	$2.54	2.70	–	42487
Asian Warrants	$13.27	14.05	–	42490
European Warrants	$8.06	8.44	–	42491
Managed	HK$12.26	12.97	–	45805
Private Capital Tst	$22.63		–	46487
China Fund	$10.42		–	–
Wellington Fd Mngrs (Bermuda) Ltd				
Intnl Growth Fd	$13.84	14.53	–	46995
Wells Fargo U.S. IT Fund				
Wells Fargo A Shs (z)	$12.78		–	47869
Wells Fargo B Shs (z)	$13.63		–	47194
Worldwide Limited				
NAV May 31	$79.32		–	–
Xiphias International Investment Fd Ltd				
Xiphias Int US$ Acc	$1.2830		–	46024
Xiphias Int ECU Acc	Ecu1.3188		–	46023
Xiphias Int ECU Dis	Ecu1.1755		–	–
Yamaichi Capital Mngmt (Guernsey) Ltd				
Thai Inv Fund	$13.19		–	46493

MANAGED FUNDS NOTES

Prices are in pence unless otherwise indicated and those designated $ with no prefix refer to U.S. dollars. Yields % allow for all buying expenses. Prices of certain older insurance linked plans subject to capital gains tax on sales. b Distribution free of UK taxes. p Periodic premium insurance plans. s Single premium insurance. u Designated in Luxembourg as a UCITS (Undertakings for Collective Investment in Transferable Securities). x Offered price includes all expenses except agent's commission. z Previous day's price. §§ Guernsey gross. § Suspended. ♦ Yield before Jersey tax. † Ex-subdivision. ‡ Only available to charitable bodies. ♦ Yield column shows annualised rates of NAV increase. xd ex dividend.

(**) Funds not SIB recognised. The regulatory authorities for these funds are: Guernsey: Financial Services Commission; Ireland: Central Bank of Ireland; Isle of Man: Financial Supervision Commission; Jersey: Financial Services Department; Luxembourg: Institut Monetaire Luxembourgeois.

هكذا امنه للأصل

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGE AND MONEY MARKETS

Franc in trouble

THE main focus of attention in currency markets this week will be on the French franc after a week which has seen heavy selling pressure on the currency in the European exchange rate mechanism, *writes James Blitz.*

The last 5 trading days have seen an extraordinary fall in the franc's value against the D-Mark and, on Friday, the currency came below the FFr3.40 level against the German currency for the first time since March.

More worryingly, the currency was at minus 71 percentage points level against its ERM divergence indicator, a point close to the one where European central banks are required to support an ailing currency.

The franc's fortunes this week will be probably be decided by events in Frankfurt as much as in Paris. There was strong speculation late last week that the Bundesbank might lower the repo rate in its weekly money market intervention on Wednesday, currently at 7.30 per cent.

A Bundesbank council meeting is also due on Thursday. At the start of last week, it was assumed that the German central bank would leave its interest rates unchanged at this session, and that the earliest that a cut in official rates could be expected was July 29.

But, in the wake of recent developments, some dealers are leaning towards the view that the Bundesbank will have to lower its Lombard rate – and perhaps even its discount rate – this week if the French currency is to receive firm underpinning.

Several German economic indicators will hint at whether the Bundesbank will be able to ease monetary policy. Wholesale prices figures for June are due out today, with the market expecting a slight rise in inflation. Producer prices for the same month are also due on Friday.

UK clearing bank base lending rate
6 per cent
from January 26, 1993

£ IN NEW YORK

Jul 9	Close	Previous Close
£ Spot	1.4803 - 1.4813	1.4955 1.4965
1 month	0.37 - 0.36pm	0.37 0.36pm
3 months	1.01 - 0.99pm	1.01 0.99pm
12 months	3.05 - 2.95pm	3.05 2.95pm

Forward premiums and discounts apply to the US dollar

STERLING INDEX

	Jul 9	Previous
8.30 am	80.8	80.7
9.00 am	80.9	80.6
10.00 am	80.8	80.6
11.00 am	80.7	80.7
Noon	80.7	80.8
1.00 pm	80.7	80.8
2.00 pm	80.7	80.8
3.00 pm	80.7	80.9
4.00 pm	80.6	80.8

CURRENCY MOVEMENTS

Jul 9	Bank of England Index	Morgan ** Guaranty Changes %
Sterling	80.6	-26.77
U.S Dollar	66.4	-11.9
Canadian Dollar	94.7	-8.07
Austrian Schilling	113.1	+15.27
Belgian Franc	113.9	+0.56
Danish Krone	116.6	+10.47
D-Mark	121.9	+29.71
Swiss Franc	111.0	+20.33
Dutch Guilder	117.4	+19.61
French Franc	107.1	-8.39
Lira	81.3	-33.35
Yen	170.1	+119.18
Peseta	90.1	-31.12

Morgan Guaranty changes: average 1980-1982=100. Bank of England (Base Average 1985=100) **Rates are for Jul 8

OTHER CURRENCIES

Jul 9	£	$
Argentina	1.4775 - 1.4790	0.9985 - 0.9995
Australia	2.1605 - 2.1625	1.4605 - 1.4615
Brazil	87555.3 - 87556.8	59179.0 - 59180.0
Finland	8.5070 - 8.5575	5.7425 - 5.7625
Greece	345.230 - 352.200	231.180 - 235.840
Hong Kong	11.4605 - 11.4780	7.7560 - 7.7580
Iran	2423.00 - 2429.00	1610.00 - 1612.00
Korea(Sth)	1194.95 - 1214.25	801.20 - 807.60
Kuwait	0.44600 - 0.44700	0.30150 - 0.30200
Luxembourg	52.35 - 52.65	35.45 - 35.55
Malaysia	3.8035 - 3.8140	2.5735 - 2.5745
Mexico	4.6205 - 4.6225	3.1230 - 3.1250
N.Zealand	2.6855 - 2.6890	1.8150 - 1.8175
Saudi Ar	5.5420 - 5.5530	3.7495 - 3.7505
Singapore	2.4005 - 2.4065	1.6260 - 1.6270
S.Af (Cm)	4.9515 - 4.9625	3.3515 - 3.3535
S.Af (Fn)	6.8205 - 6.8355	4.6100 - 4.6200
Taiwan	39.20 - 39.35	26.50 - 26.60
U.A.E.	5.4345 - 5.4375	3.6715 - 3.6735

CURRENCY RATES

Jul 9	Bank § rate %	Special * Drawing Rights	European † Currency Unit
Sterling	-	0.930414	0.765721
US Dollar	3.00	1.38106	1.13626
Canadian $	4.73	1.76122	1.45455
Austrian Sch	8.25	16.6605	13.7501
Belgian Franc	8.00	48.7756	40.2414
Danish Krone	7.25	9.12486	7.54434
D-Mark	6.75	2.36851	1.95338
Dutch Guilder	6.00	2.66523	2.19609
French Franc	10	8.04774	6.64440
Italian Lira	10.00	2172.22	1792.42
Japanese Yen	2.50	148.803	123.607
Norway Krone	-	10.0600	8.30678
Spanish Peseta	-	181.467	149.819
Swedish Krona	11.50	10.9945	9.06356
Swiss Franc	4.88	2.10135	1.73951
Greek Drach	19	N/A	268.833
Irish Punt	-	N/A	0.806158

§ Bank rate refers to central bank discount rates. These are not quoted by the UK, Spain and Ireland. † European Commission Calculations. * All SDR rates are for Jul 8

CHICAGO

U.S. TREASURY BONDS (CBT) 8% $100,000 32nds of 100%

	Close	High	Low	Prev.
Sep	114-15	114-17	113-31	114-03
Dec	113-08	113-09	112-25	112-26
Mar	112-03	112-03	111-20	111-23
Jun	110-31	110-31	110-18	110-20
Sep	109-31	109-31	109-19	109-20
Dec	109-02	109-02	108-28	108-23
Mar	108-09	108-09	108-09	107-30
Jun	107-19	107-19	107-19	107-08
Sep	106-31	106-31	106-31	106-20
Dec	-	-	-	101-16

U.S. TREASURY BILLS (IMM) $1m points of 100%

	Close	High	Low	Prev.
Sep	96.90	96.91	96.88	96.89
Dec	96.70	96.72	96.68	96.69
Mar	96.57	96.58	96.54	96.55

BRITISH POUND (IMM) $s per £

	Close	High	Low	Prev.
Sep	1.4736	1.4900	1.4692	1.4884
Dec	1.4652	1.4670	1.4600	1.4798
Mar	1.4590	-	-	1.4734

SWISS FRANC (IMM) SFr 125,000 $ per SFr

	Close	High	Low	Prev.
Sep	0.6512	0.6599	0.6487	0.6592
Dec	0.6494	0.6506	0.6465	0.6574
Mar	0.6487	-	-	0.6567

JAPANESE YEN (IMM) Y12.5m $ per Y100

	Close	High	Low	Prev.
Sep	0.9102	0.9266	0.9096	0.9202
Dec	0.9110	0.9220	0.9106	0.9210
Mar	0.9130	-	-	0.9230
Jun	0.9148	0.9185	0.9185	0.9248

DEUTSCHE MARK (IMM) DM125,000 $ per DM

	Close	High	Low	Prev.
Sep	0.5767	0.5842	0.5754	0.5829
Dec	0.5717	0.5724	0.5704	0.5778
Mar	0.5683	0.5700	0.5680	0.5744

THREE-MONTH EURODOLLAR (IMM) $1m points of 100%

	Close	High	Low	Prev.
Sep	96.63	96.64	96.61	96.62
Dec	96.24	96.27	96.20	96.23
Mar	96.18	96.21	96.14	96.16
Jun	95.90	95.93	95.86	95.88
Sep	95.61	95.63	95.57	95.60
Dec	95.19	95.21	95.15	95.18
Mar	95.10	95.11	95.06	95.08
Jun	94.87	94.88	94.84	94.85

STANDARD & POORS 500 INDEX $500 times index

	Close	High	Low	Prev.
Sep	449.20	449.60	447.25	448.45
Dec	450.05	450.40	448.25	449.30
Mar	451.05	-	-	450.35
Jun	451.95	452.40	450.30	451.45

PHILADELPHIA SE £/$ OPTIONS £31,250 (cents per £1)

Strike Price	Calls Jul	Calls Aug	Calls Sep	Calls Dec	Puts Jul	Puts Aug	Puts Sep	Puts Dec
1.425	5.42	5.66	6.96	6.88	0.02	0.54	1.29	2.99
1.450	3.09	3.77	4.27	5.44	0.12	1.16	1.89	4.02
1.475	1.28	2.31	2.66	4.22	0.75	2.15	3.04	5.27
1.500	0.32	1.30	1.91	3.22	2.30	3.67	4.51	6.73
1.525	0.04	0.66	1.18	2.46	4.45	5.42	6.33	8.33
1.550	0.01	0.25	0.66	1.80	6.87	7.51	8.19	10.14
1.575	-	0.09	0.35	1.29	9.33	9.80	10.36	12.10

Previous day's open int: Calls N/A Puts N/A (All currencies)
Previous day's volume: Calls N/A Puts N/A (All currencies)

POUND SPOT - FORWARD AGAINST THE POUND

Jul 9	Day's spread	Close	One month	% p.a.	Three months	% p.a.
US	1.4765 - 1.4960	1.4810 - 1.4820	0.38-0.36cpm	3.00	1.03-1.00pm	2.74
Canada	1.8885 - 1.9205	1.8940 - 1.8950	0.31-0.25cpm	1.77	0.85-0.78pm	1.74
Netherlands	2.8595 - 2.8725	2.8625 - 2.8725	⅛-¼cdis	-0.78	⅛-⅝dis	-0.70
Belgium	52.35 - 52.60	52.55 - 52.65	3-9cdis	-4.37	8-10dis	-4.88
Denmark	9.8210 - 9.8960	9.8425 - 9.8525	2⅞-3⅞oredis	-3.59	6½-7⅛dis	-2.87
Ireland	1.0465 - 1.0545	1.0535 - 1.0545	0.08-0.10cdis	-0.91	0.17-0.22dis	-0.78
Germany	2.5450 - 2.5525	2.5475 - 2.5525	¼-⅜pfdis	-1.47	⅞-1dis	-1.37
Portugal	242.20 - 244.50	243.50 - 244.50	88-99cdis	-4.60	258-351dis	-4.98
Spain	194.80 - 196.40	195.20 - 195.50	80-99cdis	-5.50	225-275dis	-5.12
Italy	2333.50 - 2354.00	2338.75 - 2339.75	6-10liredis	-4.10	18-21dis	-3.33
Norway	10.8000 - 10.8460	10.8350 - 10.8450	par-1⅛oredis	-0.62	½-1½dis	-0.32
France	8.6380 - 8.6760	8.6625 - 8.6725	1⅛-1¾cdis	-2.08	3¼-3⅞dis	-1.84
Sweden	11.7650 - 11.8470	11.8200 - 11.8300	2⅞-3⅞oredis	-2.92	6⅝-7⅝dis	-2.39
Japan	160.75 - 163.00	162.00 - 163.00	½-⅜ypm	3.23	1⅛-1pm	2.62
Austria	17.92 - 17.97	17.94 - 17.97	⅜-1⅛grodis	-0.63	1⅛-3¼dis	-0.61
Switzerland	2.2610 - 2.2725	2.2625 - 2.2725	⅜-⅛cpm	1.32	¾-⅝pm	1.21
Ecu	1.2945 - 1.3080	1.3070 - 1.3080	0.20-0.28cdis	-2.34	0.63-0.69dis	-2.02

Commercial rates taken towards the end of London trading. Six-month forward dollar 1.78-1.73pm. 12 Month 3.05-2.95pm.

DOLLAR SPOT - FORWARD AGAINST THE DOLLAR

Jul 9	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	1.4765 - 1.4960	1.4810 - 1.4820	0.38-0.36cpm	3.00	1.03-1.00pm	2.74
Ireland†	1.4025 - 1.4260	1.4065 - 1.4075	0.50-0.48cpm	4.09	1.26-1.23pm	3.57
Canada	1.2770 - 1.2815	1.2775 - 1.2785	0.12-0.14cdis	-1.22	0.25-0.39dis	-1.00
Netherlands	1.9140 - 1.9385	1.9345 - 1.9355	0.59-0.62cdis	-3.75	1.62-1.68dis	-3.41
Belgium	35.05 - 35.55	35.45 - 35.55	10.00-12.00cdis	-3.72	28.00-32.00dis	-3.38
Denmark	6.5700 - 6.6510	6.6450 - 6.6500	2.90-3.50oredis	-5.78	7.90-8.90dis	-5.05
Germany	1.7175 - 1.7245	1.7205 - 1.7215	0.63-0.64pfdis	-4.40	1.78-1.80dis	-4.16
Portugal	164.00 - 164.55	164.05 - 164.15	117-123cdis	-8.78	323-343dis	-8.12
Spain	130.50 - 132.20	131.95 - 132.05	95-100cdis	-8.86	256-768dis	-7.97
Italy	1562.25 - 1585.60	1578.75 - 1579.25	8.50-9.00liredis	-6.65	24.20-25.20dis	-6.26
Norway	7.2250 - 7.3310	7.3150 - 7.3200	1.90-2.40oredis	-3.53	5.60-6.40dis	-3.28
France	5.7860 - 5.8830	5.8475 - 5.8525	2.55-2.75cdis	-5.44	6.70-7.10dis	-4.72
Sweden	7.8980 - 8.0000	7.9800 - 7.9850	3.60-4.10oredis	-5.71	9.50-10.50dis	-5.01
Japan	107.85 - 109.90	109.60 - 109.70	0.01pm-0.01ydis	-	0.02pm-par	0.04
Austria	11.9800 - 12.1160	12.1100 - 12.1150	3.60-3.90grodis	-3.72	9.70-10.55dis	-3.34
Switzerland	1.5125 - 1.5365	1.5300 - 1.5310	0.18-0.22cdis	-1.81	0.54-0.60dis	-1.49
Ecu†	1.1315 - 1.1460	1.1340 - 1.1350	0.48-0.47cpm	5.02	1.30-1.27pm	4.53

Commercial rates taken towards the end of London trading. † UK, Ireland and Ecu are quoted in US currency. Forward premiums and discounts apply to the US dollar and not to the individual currency.

EXCHANGE CROSS RATES

Jul 9	£	$	DM	Yen	F Fr.	S Fr.	N Fl.	Lira	C$	B Fr.	Pta	Ecu
£	1	1.482	2.550	162.5	8.668	2.268	2.868	2339	1.895	52.60	195.4	1.308
$	0.675	1	1.721	109.6	5.849	1.530	1.935	1578	1.279	35.49	131.8	0.883
DM	0.392	0.581	1	63.73	3.399	0.889	1.125	917.3	0.743	20.63	76.63	0.513
YEN	6.154	9.120	15.69	1000.	53.34	13.96	17.66	14394	11.66	323.7	1202	8.049
F Fr.	1.154	1.710	2.942	187.5	10.	2.617	3.309	2698	2.186	60.68	225.4	1.509
S Fr.	0.441	0.653	1.124	71.65	3.822	1	1.265	1031	0.836	23.19	86.16	0.577
N Fl.	0.349	0.517	0.889	56.66	3.022	0.791	1	815.6	0.661	18.34	68.13	0.456
Lira	0.428	0.634	1.090	69.47	3.706	0.970	1.226	1000.	0.810	22.49	83.54	0.559
C $	0.528	0.782	1.346	85.75	4.574	1.197	1.513	1234	1	27.76	103.1	0.690
B Fr.	1.901	2.817	4.848	308.9	16.48	4.312	5.452	4447	3.603	100.	371.5	2.487
Pta	0.512	0.758	1.305	83.16	4.436	1.161	1.468	1197	0.970	26.92	100.	0.669
Ecu	0.765	1.133	1.950	124.2	6.627	1.734	2.193	1788	1.449	40.21	149.4	1.

Yen per 1,000: French Fr. per 10: Lira per 1,000: Belgian Fr. per 100: Peseta per 100.

EURO-CURRENCY INTEREST RATES

Jul 9	Short term	7 Days notice	One Month	Three Months	Six Months	One Year
Sterling	6⅛ - 5⅞	6⅛ - 5⅞	6 - 5⅞	6 - 5⅞	5⅞ - 5¾	5⅞ - 5¾
US Dollar	3⅛ - 2⅞	3⅛ - 3	3⅛ - 3	3¼ - 3⅛	3½ - 3⅜	3¾ - 3⅝
Can. Dollar	4⅜ - 4¼	4⅜ - 4¼	4⅜ - 4¼	4½ - 4⅜	4⅝ - 4½	5¼ - 5
Dutch Guilder	6¾ - 6⅝	6¾ - 6⅝	6⅝ - 6½	6⅜ - 6¼	6⅛ - 6	6⅛ - 6
Swiss Franc	4⅝ - 4½	4⅝ - 4½	4⅝ - 4½	4⅝ - 4½	4⅝ - 4½	4¾ - 4⅝
D-Mark	7⅝ - 7½	7⅝ - 7½	7⅝ - 7½	7⅜ - 7¼	7⅛ - 7	6¾ - 6⅝
French Franc	9 - 8	10 - 9	8⅝ - 8⅜	8 - 7⅝	7½ - 7	6¾ - 6½
Italian Lira	11 - 9	9⅝ - 9⅛	9⅝ - 9⅜	9½ - 9¼	9⅛ - 9	9¼ - 8⅞
Belgian Franc	7⅞ - 7⅝	7⅞ - 7⅝	7⅞ - 7⅝	8⅛ - 8	6⅞ - 6⅝	6⅝ - 6⅜
Yen	3⅜ - 3⅛	3⅜ - 3¼	3⅜ - 3¼	3⅜ - 3¼	3⅜ - 3¼	3⅜ - 3¼
Danish Krone	8½ - 8	8⅞ - 8⅝	9 - 8⅝	8⅞ - 8⅝	8⅛ - 7⅞	7½ - 7
Asian $Sing	3⅛ - 2⅞	3⅛ - 2⅞	3⅛ - 2⅞	3⅛ - 2⅞	3⅛ - 2⅞	3⅛ - 2⅞
Spanish Peseta	11⅝ - 11⅜	11⅝ - 11½	11⅝ - 11⅜	11⅛ - 10⅞	10⅞ - 10⅝	10⅝ - 9⅝
Portuguese Esc	12 - 11½	11⅝ - 11⅜	11⅝ - 11⅜	11⅝ - 11⅜	11½ - 11	11⅛ - 10⅞

Long term Eurodollars: two years 4⅛-4⅛ per cent; three years 4⅝-4⅝ per cent; four years 5⅛-5 per cent; five years 5⅜-5¼ per cent nominal. Short term rates are call for US Dollar and Japanese Yen; others, two days' notice.

FT LONDON INTERBANK FIXING

(11.00 a.m. Jul 9)	3 months US dollars		6 months US Dollars	
	bid 3 5/16	offer 3 7/16	bid 3⅜	offer 3½

The fixing rates are the arithmetic means rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted to the market by five reference banks at 11.00 a.m. each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque Nationale de Paris and Morgan Guaranty Trust.

MONEY RATES

NEW YORK

4pm

		Treasury Bills and Bonds			
Prime rate	6	One month	2.90	Three year	4.28
Broker loan rate	6	Two month	3.05	Five year	5.00
Fed.funds	2⅞	Three month	3.08	Seven year	5.37
Fed.funds at intervention	-	Six month	3.20	10-year	5.74
		One year	3.40	30-year	6.64
		Two year	3.97		

Jul 9	Overnight	One Month	Two Months	Three Months	Six Months	Lombard Intervention
Frankfurt	-	7.40-7.65	7.38-7.50	7.30-7.45	7.00-7.15	8.25
Paris	7⅛-7⅞	7.95-8.15	-	7.49-7.69	-	6.75
Zurich	4⅞-4⅞	4⅞-4⅞	-	4⅞-4⅞	-	-
Amsterdam	7.00-7.12	6.96-7.03	-	6.80-6.88	-	-
Tokyo	3⅛-3¼	-	-	-	-	-
Milan	9⅞-9¾	9⅞	-	9⅛-9½	-	-
Brussels	-	7-7½	-	6⅞-6⅞	-	-
Dublin	6⅛-6⅞	6½-6⅞	6½-6⅝	6⅞-6⅞	6⅛-6½	-

LONDON MONEY RATES

Jul 9	Overnight	7 days notice	One Month	Three Months	Six Months	One Year
Interbank Offer	7⅛	6⅛	6	6	5⅞	5⅞
Interbank Bid	4½	5⅞	5¾	5¾	5¾	5⅝
Sterling CDs	-	-	5⅞	5⅞	5¾	5¾
Local Authority Deps.	5⅞	5⅞	5⅞	5⅞	5¾	5¾
Local Authority Bonds	-	-	-	-	-	-
Discount Mkt Deps	6	6	-	-	-	-
Company Deposits	-	-	-	-	-	-
Finance House Deposits	-	-	5⅞	5⅞	5⅞	5⅞
Treasury Bills (Buy)	-	-	5⅝	5⅝	5⅝	-
Bank Bills (Buy)	-	-	5⅞	5⅝	5½	-
Fine Trade Bills (Buy)	-	-	-	-	-	-
Dollar CDs	-	-	3.01	3.07	3.18	3.40
SDR Linked Dep. Offer	-	-	4⅛	4⅛	4⅛	4⅛
SDR Linked Dep. Bid	-	-	4⅛	4⅛	4⅛	4⅛
ECU Linked Dep. Offer	-	-	7⅜	7⅜	7¼	6⅞
ECU Linked Dep. Bid	-	-	7⅛	7⅛	7	6⅝

Treasury Bills (sell); one-month 5½ per cent; three months 5¼ per cent; six months 5¼ per cent; Bank Bills (sell): one-month 5 11/16 per cent; three months 5 9/16 per cent; Treasury Bills: Average tender rate of discount 5.1496 p.c. ECGD Fixed Rate Sterling Export Finance. Make up day June 30, 1993. Agreed rates for period July 26, 1993 to Aug. 24, 1993 Scheme II & III 7.18 p.c. Reference rate for period May 29, 1993 to June 30, 1993, Scheme IV&V: 5.939 p.c. Local Authority and Finance Houses seven days' notice, others seven days' fixed. Finance Houses Base Rate 6pc from July 1, 1993: Bank Deposit Rate for sums at 7 days notice 5⅜ p.c. Certificates of Tax Deposit (Series 6): Deposit £100,000 and over held under one month 2¼ p.c.; one-three months 5¼ p.c.; three-six months 5 p.c.; six-nine months 4¾ p.c.; nine-twelve months 4½ p.c.; Under £100,000 2¼ p.c. from Jan.27, 1993. Deposits withdrawn for cash 1¼p.c.

LONDON RECENT ISSUES

EQUITIES

Issue Price p	Amount Paid up	Latest Renunc. Date	1993 High	1993 Low	Stock	Closing Price p	+ or -	Net Div.	Times Cov'd	Gross Yield	P/E Ratio
125	F.P.	-	132	128	All Holdings	130		R5.25	1.9	5.0	11.8
100	F.P.	-	107	80	Antigua	80		-	-	-	-
370	F.P.	-	356	356	Baring Chrysalis C	356		-	-	-	-
510	F.P.	-	679	679	Baring Emrg Mkts	679		-	-	-	-
120	F.P.	-	135	133	Business Post	135	+2	L2.9	2.5	2.7	18.9
140	F.P.	-	171	148	Carpetright	166		W3.09	1.7	2.9	24.4
105	F.P.	-	117	101	Cobra Intl.	108	-4	-	-	-	-
150	F.P.	-	250	206	Crabtree	229	+15	-	-	-	-
-	F.P.	-	16½	7½	Creston Warrants	7½	-2	-	-	-	-
170	F.P.	-	200	190	Denro Intl	195		W6.5	1.9	3.5	18.6
-	F.P.	-	100	90	English Inv Trust	90		-	-	-	-
-	F.P.	-	37	33	Do Warrants	36	-1	-	-	-	-
110	F.P.	-	120	113	Environed	117		-	-	-	50.3
-	F.P.	-	16⅛	11	Eurotunnel Wts 1997	15½	-½	-	-	-	-
250	F.P.	-	285	270	Field Group	284	+4	WN8.4	2.8	2.8	22.5
210	F.P.	-	259	233	Fine Decor	259	+1	W7.5	1.7	3.6	18.9
-	F.P.	-	95	94	Govett Emrg Mkts	95		-	-	-	-
-	F.P.	-	52	44	Do Warrants	49		-	-	-	-
100	F.P.	-	101	97½	Ivory & Sime ISIS	98½		-	-	-	-
-	F.P.	-	250	250	Kerry Grp A	250		Q28.1%	7.9	1.2	13.7
108	F.P.	-	137	128	Metroblock Inds	129		W3.24	2.2	3.1	17.9
100	F.P.	-	140	100	Northern Ireland Elect	140	+4	W10.02	2.3	4.6	8.7
100	F.P.	-	97	93½	Perpetual Japan Inv	95½		-	-	-	-
-	F.P.	-	47	37	Do Warrants	47		-	-	-	-
130	F.P.	-	148	140	Policy Portfolio	148	+7	u6.8	1.6	5.1	15.0
110	F.P.	-	136	128	Quayle Munro	131		L6.0	1.3	5.7	16.8
250	F.P.	-	258	228	RJB Mining	228	-1	W11.5	2.0	6.3	10.0
-	F.P.	-	105	103	Riv & Merc Ext Zero Pf	104½		-	-	-	-
-	F.P.	-	102	101	Second HGSC	101		-	-	-	-
-	F.P.	-	805	785	Sphere Inv Units	800		-	-	-	-
-	F.P.	-	46	25	[illegible] Warrants	46	+1	-	-	-	-

RIGHTS OFFERS

Issue Price p	Amount Paid up	Latest Renunc. Date	1993 High	1993 Low	Stock	Closing Price p	+ or -
75	Nil	13/8	11½pm	7pm	Adde Property	11½pm	+1
12	Nil	11/8	2½pm	1pm	Brown & Jackson	1pm	
62	Nil	4/8	10pm	4½pm	Burford	5pm	
350	Nil	27/8	62pm	52pm	English China Clays	61pm	+12
60	Nil	-	6pm	4pm	GRE	4½pm	
150	Nil	13/8	26pm	14pm	Gt Portland Ests	24pm	+1
125	Nil	11/8	24pm	16pm	Hardy Oil	16pm	-1
240	Nil	9/8	115pm	110pm	Hodder Headline	110pm	-5
380	Nil	6/8	82pm	65pm	Matthew Clark	82pm	
30	Nil	16/8	7pm	4pm	Moran Hldgs	7pm	+1
102	Nil	4/8	21pm	11pm	Norcros	14pm	+3
8½	Nil	13/8	2½pm	1pm	Sutcliffe Speakman	1pm	-¼
400	Nil	16/8	78pm	40pm	Utd. Newspapers	63pm	+13
140	Nil	13/8	20pm	11pm	Wimpey (G)	11½pm	-2½

For notes on symbols refer to The Guide to The London Share Service.

BANK OF ENGLAND TREASURY BILL TENDER

	Jul 9	Jul 2		Jul 9	Jul 2
Bills on offer	£100m	£100m	Top accepted rate of discount	5.1541%	5.1541%
Total of applications	£405m	£394m	Average rate of discount	5.1496%	5.1541%
Total allocated	£100m	£100m	Average yield	5.2165%	5.2212%
Minimum accepted bid	£98.715	£98.715	Amount on offer at next tender	£100m	£100m
Allotment at minimum level	69%	59%	Minimum accepted bid 182 days	£97.360	£97.360

WEEKLY CHANGE IN WORLD INTEREST RATES

	Jul 9	Change		Jul 9	Change
LONDON			**NEW YORK**		
Base rates	6	Unch'd	Prime rates	6	Unch'd
7 day interbank	6⅛	-⅛	Federal Funds	2⅞	-⅛
3-month interbank	6	Unch'd	3 Mth. Treasury Bills	3.07	-0.05
Treasury Bill Tender	5.1541	-0.0045	6 Mth. Treasury Bills	3.21	+0.08
Band 1 Bills	5⅞	Unch'd	3 Mth. CD	3.07	Unch'd
Band 2 Bills	5⅞	Unch'd	**FRANKFURT**		
Band 3 Bills	-	-	Lombard	8.25	Unch'd
Band 4 Bills	-	-	One mth. Interbank	7.475	-0.175
3 Mth. Treasury Bill	5⅝	-⅛	Three month	7.375	-0.125
1 Mth. Bank Bills	5⅞	Unch'd	**PARIS**		
3 Mth. Bank Bills	5⅝	-⅛	Intervention Rate	6.75	Unch'd
TOKYO			One mth. Interbank	8.05	+0.80
One month	-	-	Three month	7.59	+0.66
Three month	-	-	**MILAN**		
BRUSSELS			One month	9⅞	-⅛
One month	7⅛	+⅛	Three month	9⅛	-⅛
Three month	6⅞	+⅛	**DUBLIN**		
AMSTERDAM			One month	6⅜	+⅛
One month	7.085	-0.085	Three month	6½	-⅛
Three month	6.940	Unch'd			

BASE LENDING RATES

	%		%		%
Adam & Company	6	Cyprus Popular Bank	6	NatWestminster	6
Allied Trust Bank	6	Duncan Lawrie	6	Nykredit Mortgage Bnk	6.5
AIB Bank	6	Equatorial Bank plc	6	●Rea Brothers	6
●Henry Ansbacher	6	Exeter Bank Limited	7	Roxburghe Bank Ltd	6
B & C Merchant Bank	13	Financial & Gen Bank	7	Royal Bk of Scotland	6
Bank of Baroda	6	●Robert Fleming & Co	6	●Smith & Williamson Secs.	6
Banco Bilbao Vizcaya	6	Girobank	6	Standard Chartered	6
Bank of Cyprus	6	●Guinness Mahon	6	TSB	6
Bank of Ireland	6	Habib Bank AG Zurich	6	●United Bk of Kuwait	6
Bank of India	6	●Hambros Bank	6	Unity Trust Bank Plc	6
Bank of Scotland	6	Heritable & Gen Inv Bk.	6	Western Trust	6
Barclays Bank	6	●Hill Samuel	6	Whiteaway Laidlaw	6
Brit Bk of Mid East	6	C. Hoare & Co	6	Wimbledon & Sth West	7
●Brown Shipley	6	Hongkong & Shanghai	6	Yorkshire Bank	6
CL Bank Nederland	6	Julian Hodge Bank	6		
Citibank NA	6	●Leopold Joseph & Sons	6		
City Merchants Bank	6	Lloyds Bank	6		
Clydesdale Bank	6	Meghraj Bank Ltd	6		
The Co-operative Bank	6	McDonnell Douglas Bk.	6		
Coutts & Co	6	Midland Bank	6		
Credit Lyonnais	6	Mount Banking	6		

● Members of British Merchant Banking & Securities Houses Association

MONEY MARKET FUNDS

Money Market Trust Funds

	Gross	Net	Gross CAR	Int Cr
CAF Money Management Co Ltd 48 Pembury Road, Tonbridge TN9 2JD 0732 770114				
Cafcash Deposit Fund	5.69	-	5.85	3-Mth
Deposits Over £1 million	5.66	-	5.78	3-Mth
Deposits Over £2 million	5.76	-	5.89	3-Mth
The COIF Charities Deposit Account 2 Fore Street, London EC2Y 5AQ 071-588 1815				
Deposit	5.60	-	5.72	3-Mth
Cent. Bd. of Fin. of Church of England‡ 2 Fore Street, London EC2Y 5AQ 071-588 1815				
Deposit	5.70	-	5.82	3-Mth
Gartmore Money Management Ltd 16-18 Monument St, London EC3R 8QQ 071-236 1425				
TESSA Desk 071 236 6362				
Call Fund	5.35	4.01	5.42	6-Mth
7-day Fund	5.39	4.04	5.46	6-Mth
Special Fund	5.31	3.98	5.44	1-Mth
Dollar	1.94	1.46	1.95	3-Mth
TESSA Prime	6.01	-	6.10	3-Mth

Money Market Bank Accounts

	Gross	Net	Gross CAR	Int Cr
AIB Bank High Interest Cheque Account Belmont Rd, Uxbridge UB8 1SA 0800 282115				
£2,500-£9,999	2.27	1.70	2.29	Qtr
£10,000+	3.74	2.81	3.79	Qtr
Aitken Hume Bank plc 30 City Road, EC1Y 2AY. 071-638 6070				
*Treasury Account – for professional advisers				
Monthly Inc Acc – for personal and business clients				
Up to £9,999	4.00	3.00	4.07	Mth
£10,000 – £24,999	5.00	3.75	5.12	Mth
£25,000 – £49,999	5.50	4.125	5.64	Mth
£50,000 or more	5.75	4.3125	5.90	Mth
Money Market amounts – rates on request				
Allied Trust Bank Ltd 97-101 Cannon St, London, EC4N 5AD 071-626 0879				
FOMMA (£2,001+)	7.07	5.30	7.07	Yearly
TREMMA (£2,001+)	6.17	4.63	6.17	Yearly
TOMMA (£2,001+)	5.96	4.47	5.96	Yearly
OMMA (£2,001+)	5.64	4.23	5.64	Yearly
HICA (£2,001+)	5.00	3.75	5.12	Mth
HIBCA (£2001+)	5.50	4.13	5.64	Mth
Premier TESSA	7.56	5.67	7.56	Yearly
American Express Bank Ltd Sussex House, Burgess Hill RH15 9AQ 0444 239444				
High Performance Cheque Account				
£500-£999.99	2.00	1.50	2.02	Mth
£1,000-£4,999.99	4.50	3.38	4.59	Mth
£5,000-£9,999.99	4.75	3.56	4.85	Mth
£10,000-£24,999.99	5.00	3.75	5.12	Mth
£25,000-£49,999.99	5.25	3.94	5.38	Mth
£50,000+	5.75	4.31	5.90	Mth
Bank of Ireland High Interest Cheque Acc 36-40 High St, Slough SL1 1EL 0753 516516				
£10,000+	4.25	3.188	4.318	Qtr
£2,000-£9,999	4.00	3.000	4.060	Qtr
Bank of Scotland 38 Threadneedle St, EC2P 2EH 071-601 6446				
MM Chq Acc £2,500-£24,999	4.64	3.48	4.74	Mth
£25,000-£249,999	4.90	3.67	5.01	Mth
£250,000+	5.75	4.31	5.90	Mth
Bank of Wales – Business Accounts Kingsway, Cardiff CF1 4YB 0222 229922				
Current Account £25,000+	4.00	-	4.07	Qtr
Investment Account £25,000+	6.00	-	6.11	Mth
Barclays Select PO Box 120, Westwood Bs Pk, Coventry 0800 400100				
£2,000-£9,999	4.30	3.23	4.30	Yearly
£10,000-£24,999	5.20	3.90	5.20	Yearly
£25,000-£49,999	5.50	4.13	5.50	Yearly
£50,000-£99,999	6.00	4.50	6.00	Yearly
£100,000+	6.50	4.88	6.50	Yearly
Barclays Prime Account H.I.C.A. PO Box 125, Northampton 0604 252891				
£1,000-£2,499	2.20	1.65	2.22	Qtr
£2,500-£9,999	2.50	1.88	2.52	Qtr
£10,000-£24,999	3.00	2.25	3.03	Qtr
£25,000+	3.60	2.70	3.65	Qtr
Brown Shipley & Co Ltd Founders Court, Lothbury, London EC2 071-606 9833				
HICA	4.75	3.56	4.83	Qtr
Prof Demand A/c	4.75	3.56	4.83	Qtr
Caledonian Bank Plc 8 St Andrew Square, Edinburgh EH2 2PP 031 556 8235				
HICA	5.5	4.125	-	Yearly
Cater Allen Ltd 20 Birchin Lane, London EC3V 9DJ 071-623 2070				
HICA	4.50	3.38	4.60	Mth
Consort £5,000 min	5.00	3.75	5.12	Mth
Overnight	5.075	-	5.3120	Mth
Charterhouse Bank Limited 1 Paternoster Row, EC4M 7DH, 071-248 4000				
£2,500-£19,999	4.25	3.19	4.33	Mth
£20,000-£49,999	4.50	3.38	4.59	Mth
£50,000-£99,999	4.75	3.56	4.85	Mth
£100,000+	5.00	3.75	5.12	Mth
$5,000-$49,999	1.50	1.13	1.51	Mth
$50,000-$99,999	2.00	1.50	2.02	Mth
$100,000-$199,999	2.25	1.69	2.27	Mth
$200,000+	2.50	1.88	2.53	Mth
Many other currencies are available – for rates please phone ext 2150				
Clydesdale Bank Flexible Solution Acc 30 St Vincent Place, Glasgow G1 2HL 041-248 7070				
£10,000-£29,999	4.20	3.15	4.27	Qtr
£30,000-£99,999	4.23	3.17	4.29	Qtr
£100,000-£199,999	4.27	3.20	4.34	Qtr
Confederation Bank Limited Francis Road, Stevenage, SG1 2UG 0438 744500				
90 Day Notice Acc £5,000+	6.88	5.21	7.07	6-Mth
MMkt Inc £25,000+	6.50	4.87	6.70	Mth
1 Yr Fixed Rate £1,000+	6.00	4.50	6.00	Yearly
5 Yr Fixed Rate £1,000+	7.40	5.55	7.40	Yearly
The Co-operative Bank PO Box 300, Skelmersdale, Lancs 0345 252000				
TESSA	6.00	-	-	Yearly
Pathfinder – Card Based Current Account				
All Balances	5.84	4.38	6.00	Mth
Investment 90 – 90 Day Notice Savings				
£50,000+	5.70	4.31	5.83	6-Mth
£25,000-£49,999	5.25	3.94	5.32	6-Mth
£10,000-£24,999	4.75	3.56	4.81	6-Mth
£5,000-£9,999	3.75	2.81	3.79	6-Mth
Top Tier – Instant Access Savings				
£50,000+	4.50	3.38	4.55	6-Mth
£10,000-£49,999	4.00	3.00	4.04	6-Mth
£5,000-£9,999	3.00	2.25	3.02	6-Mth
£1,000-£4,999	2.00	1.50	2.01	6-Mth
£1-£999	1.50	1.13	1.51	6-Mth
The Co-operative Bank - Contd.				
Business Deposit – Instant Access				
£250,000+	5.21	3.91	5.28	6-Mth
£50,000-£249,999	3.80	2.85	3.84	6-Mth
£10,000-£49,999	3.50	2.63	3.53	6-Mth
£500-£9,999	3.00	2.25	3.02	6-Mth
30-90 day notice available Tel 061-829 5626				
Coutts & Co 440 Strand, London WC2R 0QS 071-753 1000				
For personal customers				
£50,000+	4.00	3.00	4.06	Qtr
£20,000-£49,999	3.50	2.630	3.53	Qtr
£5,000-£19,999	3.00	2.25	3.03	Qtr
For businesses, charities and societies				
£100,000-£1,000,000	3.50	2.630	3.56	Qtr
£25,000-£99,999	3.25	2.44	3.29	Qtr
£10,000-£24,999	2.50	1.88	2.52	Qtr
Coutts Composite Account for clients money 15 Lombard Street, London EC3V 9AU 071-623 1010				
Rates negotiable up to	5.625	-	-	-
Dao Heng Bank (London) PLC Premier Acc 66 Newman Street, W1P 3LD 071-631 3313				
£2,500-£10,000	5.00	3.75	5.09	Qtr
£10,001-£20,000	5.50	4.13	5.61	Qtr
£20,000+	6.25	4.69	6.40	Qtr
Savings Account	4.00	3.00	4.06	Qtr
Davenham Tst Plc–Davenham 500 Acc 8 St John St, Manchester M3 4DU 061-832 8484				
£10,000+ 6 Mths	9.00	6.75	-	6-Mth
£10,000+ 1 Year	9.00	6.75	-	Yearly
Fidelity Money Market Account Fidelity Brokerage Services Ltd, Oakhill House, Hildenborough, Kent TN11 9DZ				
£1-£49,999	4.50	3.375	4.58	Qtr
£50,000-£249,999	5.00	3.75	5.09	Qtr
£250,000-£499,999	5.625	4.219	5.74	Qtr
£500,000+ Money Market Rates on request				
Gartmore Money Management Ltd 16-18 Monument St London EC3R 8QQ 071-236 1425				
HICA £10,000+	4.50	3.375	4.58	3-Mth
Halifax Bldg Soc Asset Reserve Cheque Acc Trinity Road, Halifax HX1 2RG 0422 335333				
£5,000-£9,999	5.00	3.75	5.09	Qtr
£10,000-£24,999	5.65	4.24	5.77	Qtr
£25,000-£49,999	6.00	4.50	6.14	Qtr
£50,000 and above	6.35	4.76	6.50	Qtr
Julian Hodge Bank Ltd 10 Windsor Place Cardiff CF1 3BX 0222 220800				
6 Mth Fixed Rate Dep Acc	7.00	5.25	-	-
Extra High Interest Deposit Account				
£50,000+	6.75	5.06	6.92	Qtr
£10,000+	6.50	4.88	6.66	Qtr
£5,000+	6.00	4.50	6.14	Qtr
Humberclyde Finance Group 5 Bartley Way, Hook, Basingstoke 0256 760000				
£50,000+	6.00	4.50	6.14	Qtr
Leopold Joseph & Sons Limited 29 Gresham Street, London EC2V 7EA 071-588 2323				
Treasury High Interest Cheque Account				
£25,001-£100,000	5.25	3.9375	5.3544	Qtr
£100,001 plus	5.50	4.1250	5.6148	Qtr
Kleinwort Benson Ltd 156 Kentish Town Rd, London NW5 2BT 071-267 1586				
H.I.C.A. (£2,500+)	5.00	3.75	5.11	Daily
Kleinwort Benson Private Bank 156 Kentish Town Road, London NW5 2BT 071-267 1586				
H.I.C.A. (£2,500+)	5.00	3.75	5.11	Daily
Lloyds Bank – Investment Account 71 Lombard St, London EC3P 3BS 0272 433372				
£50,000 and above	5.40	4.05	5.40	Yearly
£25,000+	5.20	3.90	5.20	Yearly
£10,000+	5.00	3.75	5.00	Yearly
Midland Bank plc PO Box 2, Sheffield. 0742 529094				
Exchequer Acc £5000+	4.25	3.18	4.25	Yearly
£10,000+	5.00	3.75	5.00	Yearly
£25,000+	5.50	4.12	5.50	Yearly
£50,000+	6.50	4.87	6.50	Yearly
TESSA	5.75	-	5.75	Yearly
Nationwide Bldg Soc – BusinessInvestor Business High Interest Cheque Account				
£2,000-£4,999	4.30	3.23	4.37	Qtr
£5,000-£9,999	4.80	3.60	4.89	Qtr
£10,000-£24,999	5.30	3.98	5.41	Qtr
£25,000-£49,999	5.80	4.35	5.93	Qtr
£50,000+	6.30	4.73	6.45	Qtr
Portman Bldg Soc Prestige Cheque Account Richmond Hill, Bournemouth, BH2 6EP				
£50,000+	6.00	4.50	6.00	Yearly
£30,000-£49,999	5.50	4.13	5.50	Yearly
£20,000-£29,999	5.00	3.75	5.00	Yearly
£10,000-£19,999	4.00	3.00	4.00	Yearly
£2,500-£9,999	3.00	2.25	3.00	Yearly
Provincial Bank PLC 30 Ashley Rd, Altrincham, Cheshire 061-928 0011				
H.I.C.A. (£1,000+)	4.00	3.00	4.07	Mth
Royal Bank of Scotland plc Premium Acc 42 St Andrew Sq, Edinburgh EH2 2YE				
£50,000+	5.00	3.75	5.09	Qtr
£25,000 – £49,999	4.60	3.45	4.68	Qtr
£10,000 – £24,999	4.00	3.00	4.06	Qtr
£5,000 – £9,999	2.80	2.10	2.83	Qtr
£2,000 – £4,999	2.00	1.50	2.02	Qtr
Save & Prosper/Robert Fleming 16-22 Western Rd, Romford RM1 3LB 0800 282101				
Client Account	4.50	3.38	4.60	Daily
TESSA Fixed 1 Year	4.71	-	4.81	Mth
TESSA Variable	5.56	-	5.71	Mth
Tyndall & Co Ltd 29-33 Princess Victoria St, Bristol 0272 744720				
Deposit Acc.	04.63	3.47	04.71	Qtr
HIMA £1,000+	04.50	3.38	04.58	Qtr
HIMA £100,000+	04.75	3.56	04.84	Qtr
Master Plus	04.38	3.28	04.45	Qtr
TESSA	06.00	-	06.00	Qtr
ULC Trust Limited 1 Great Cumberland Pl, London W1H 7AL 071-258 0094				
£10,000-90 day notice	7.75	5.81	7.98	3-Mth
£10,000-180 day notice	8.50	6.38	8.68	6-Mth
£5,000 – 1 Year	8.25	6.19	-	Yearly
United Dominions Trust Ltd PO Box 135, Abbey St, Reading RG1 3BB 0734 580411				
Capital Plus Cheque Account				
£1,000+	5.25	3.94	5.35	Qtr
J. Henry Schroder Wagg & Co Ltd 120 Cheapside, London EC2V 6DS 071-382 6000				
Special Acc.	4.25	3.19	4.31	Mth
£10,000 and above	4.50	3.38	4.59	Mth
Western Trust High Interest Cheque Acc The Moneycentre, Plymouth PL1 1SE 0752 224141				
£15,000+	5.50	4.13	5.61	Qtr
£5,000-£14,999	5.25	3.94	5.35	Qtr
£1,000-£4,999	5.00	3.75	5.09	Qtr
Wimbledon & South West Finance PLC 114 Newgate St, London EC1 7AE 071-606 9485				
High Int Cheque Acc	5.50	4.13	5.61	Qtr

NOTES – Gross: Contractual rate of interest payable not taking account of the deduction of basic rate income tax. Net: Rate of interest payable after allowing for deduction of basic rate income tax. Gross CAR: Gross rate annualised to take account of compounding of interest paid other than once a year. 'Compounded Annual Rate' Int Cr: Frequency at which interest is credited to the account.

STOCK INDICES

	July 9	July 8	July 7	July 6	July 5	June 2	1993 High	1993 Low	Since Compilation High	Since Compilation Low
FT-SE 100	2843.2	2845.9	2848.3	2848.1	2838.5	2857.7	2957.3	2737.6	2957.3	986.9
FT-SE Mid 250	3236.8	3226.4	3219.9	3232.1	3219.0	3234.8	3241.7	2876.3	3241.7	1379.4
FT-SE-A 350	1424.8	1424.8	1425.1	1426.2	1421.2	1430.2	1457.1	1348.7	1457.1	664.5
FT-A All-Share	1411.46	1411.46	1411.73	1413.02	1406.38	1416.83	1438.22	1086.13	1438.22	61.92
FT-SE Eurotrack 100	1230.56	1225.73	1211.33	1203.04	1197.01	1201.31	1230.56	1083.02	1230.56	900.45
FT-SE Eurotrack 200	1274.12	1270.80	1260.04	1257.80	1253.51	1259.19	1274.12	1144.79	1274.12	936.62
FT Ordinary	2229.2	2227.8	2234.1	2235.0	2225.3	2237.9	2299.5	2124.7	2299.5	49.4
FT Government Secs.	97.89	97.86	97.87	97.90	97.74	97.39	98.04	93.28	127.40	49.18
FT Fixed Interest	116.00	115.90	115.92	115.90	115.79	115.48	116.00	108.87	118.00	50.53
FT Gold Mines	222.2	229.5	238.3	233.7	235.2	226.9	239.3	80.0	734.7	43.5

FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co. and NatWest Securities Limited in conjunction with the Institute of Actuaries and the Faculty of Actuaries

NATIONAL AND REGIONAL MARKETS Figures in parentheses show number of lines of stock	FRIDAY JULY 9 1993 US Dollar Index	% chg ($) since 31/12/92	Pound Sterling Index	Yen Index	DM Index	Local Currency Index	Local % chg from 31/12/92	Gross Div. Yield	THURSDAY JULY 8 1993 US Dollar Index	Pound Sterling Index	Yen Index	DM Index	Local Currency Index	DOLLAR INDEX 1993 High	1993 Low	Year ago (approx)
Australia (68)	138.60	+10.8	138.70	96.06	124.01	134.66	+11.3	3.72	138.46	137.26	95.05	122.70	134.63	144.19	117.39	145.60
Austria (18)	147.91	+5.5	148.02	102.52	132.34	132.29	+12.7	1.47	147.30	146.03	101.12	130.53	130.66	150.96	131.16	166.79
Belgium (42)	146.96	+10.3	147.07	101.86	131.49	128.66	+17.8	4.45	146.81	145.54	100.77	130.09	127.26	156.76	131.19	149.16
Canada (108)	127.04	+9.9	127.13	88.05	113.66	117.56	+10.4	2.87	126.78	125.69	87.03	112.34	117.69	130.38	111.41	128.66
Denmark (33)	211.58	+13.7	211.74	146.65	189.31	191.29	+20.4	1.18	214.19	212.34	147.04	189.81	191.40	225.64	185.11	244.22
Finland (23)	98.99	+42.2	99.06	68.61	88.57	119.51	+56.4	1.02	99.76	98.90	68.48	88.40	119.59	100.92	65.50	78.88
France (96)	151.71	+3.1	151.82	105.15	135.73	139.22	+9.1	3.24	152.97	151.65	105.00	135.54	138.93	167.36	142.72	163.16
Germany (60)	113.82	+9.4	113.90	78.90	101.83	101.83	+16.2	2.08	114.30	113.32	78.46	101.29	101.29	117.10	101.59	128.99
Hong Kong (55)	284.61	+28.5	284.82	197.26	254.66	283.38	+28.7	3.33	286.97	284.50	197.00	254.32	285.55	301.61	218.82	252.27
Ireland (15)	156.80	+15.5	156.92	108.68	140.30	157.03	+33.2	3.44	155.93	154.58	107.04	138.18	154.06	170.40	129.28	158.62
Italy (70)	67.91	+23.8	67.96	47.07	60.76	80.08	+32.6	2.03	68.54	67.95	47.05	60.73	80.03	72.82	53.78	68.50
Japan (470)	145.73	+38.7	145.83	101.00	130.40	101.00	+21.9	0.82	145.48	144.23	99.87	128.94	99.87	155.96	100.75	100.47
Malaysia (69)	331.63	+26.8	331.87	229.85	296.72	328.76	+24.8	2.05	333.30	330.43	228.80	295.35	329.39	349.34	251.66	247.87
Mexico (19)	1521.04	-7.7	1522.16	1054.26	1360.94	5195.29	-7.6	0.95	1486.21	1473.38	1020.25	1317.03	5072.25	1725.61	1410.30	1394.63
Netherland (24)	166.72	+10.1	166.84	115.55	149.17	147.24	+17.1	3.73	168.09	166.64	115.39	148.96	146.99	172.75	150.39	165.62
New Zealand (13)	52.76	+23.0	52.80	36.57	47.21	50.89	+14.8	4.38	52.30	51.85	35.91	46.35	50.45	52.76	40.56	47.19
Norway (22)	157.03	+14.0	157.14	108.84	140.50	155.96	+20.6	1.69	156.75	155.39	107.60	138.91	154.03	166.21	137.71	173.53
Singapore (38)	248.61	+16.5	248.80	172.32	222.44	186.34	+15.5	1.85	249.52	247.37	171.29	221.12	186.80	262.72	207.04	220.89
South Africa (60)	205.68	+38.9	205.84	142.56	184.03	207.47	+32.0	2.44	207.79	206.00	142.64	184.13	209.14	211.77	144.72	203.93
Spain (44)	122.07	+4.7	122.16	84.61	109.22	122.07	+20.6	4.85	123.37	122.31	84.69	109.33	122.30	132.82	115.23	151.41
Sweden (36)	166.69	+0.7	166.81	115.54	149.15	196.98	+13.6	1.71	166.36	164.93	114.21	147.43	194.87	184.06	149.70	195.27
Switzerland (50)	127.05	+12.4	127.14	88.07	113.69	120.55	+17.4	1.60	128.19	127.09	88.01	113.61	120.40	129.36	108.91	112.33
United Kingdom (219)	171.46	-0.5	171.58	118.83	153.40	171.58	+1.7	4.04	173.18	171.68	118.87	153.45	171.68	181.99	162.00	190.88
USA (519)	183.47	+3.0	183.60	127.17	164.16	183.47	+3.0	2.79	183.61	182.02	126.05	162.71	183.61	186.27	175.38	168.79
Europe (752)	142.88	+5.0	142.98	99.03	127.84	137.70	+10.3	3.23	144.01	142.76	98.86	127.62	137.45	149.02	133.92	154.25
Nordic (114)	160.29	+8.1	160.41	111.10	143.42	165.42	+18.9	1.50	160.72	159.33	110.33	142.42	164.31	171.77	142.13	180.96
Pacific Basin (713)	149.61	+36.4	149.72	103.70	133.87	107.53	+21.7	1.10	149.46	148.17	102.60	132.45	106.50	158.07	105.89	107.11
Euro-Pacific (1465)	146.74	+21.9	146.85	101.70	131.29	120.11	+16.7	1.95	147.11	145.84	100.98	130.36	119.34	154.05	117.28	126.17
North America (627)	179.95	+3.3	180.08	124.74	161.04	178.98	+3.3	2.79	180.07	178.52	123.63	159.60	179.12	182.38	171.51	166.27
Europe Ex. UK (533)	124.82	+9.1	124.91	86.53	111.71	117.96	+16.7	2.66	125.63	124.54	86.26	111.35	117.56	128.65	112.51	132.00
Pacific Ex. Japan (243)	188.16	+20.9	188.30	130.44	168.37	173.56	+20.3	3.17	188.86	187.25	129.68	167.39	174.12	194.08	152.70	172.47
World Ex. US (1652)	147.52	+21.5	147.63	102.26	132.00	122.24	+18.4	1.98	147.86	146.58	101.51	131.03	121.48	154.27	118.51	127.87
World Ex. UK (1952)	157.31	+15.3	157.43	109.04	140.77	138.05	+11.8	2.11	157.45	156.09	108.09	139.54	137.51	161.34	134.22	135.96
World Ex. So. Af. (2111)	158.35	+13.4	158.47	109.77	141.70	140.62	+10.6	2.29	158.61	157.24	108.89	140.56	140.11	162.74	137.29	140.33
World Ex. Japan (1701)	167.25	+5.1	167.37	115.93	149.67	163.67	+8.7	2.94	167.78	166.33	115.19	148.71	163.68	170.05	157.47	163.21
The World Index (2171)	158.58	+13.6	158.70	109.92	141.90	141.17	+10.8	2.29	158.85	157.48	109.05	140.78	140.68	162.86	137.32	140.70

Base values: Dec 31, 1986 = 100; Finland: Dec 31, 1987 = 115.037 (US $ Index), 90.791 (Pound Sterling) and 94.94 (Local); Nordic: Dec 30, 1988 = 139.65 (US $ Index), 114.45 (Pound Sterling) and 123.22 (Local).Copyright, The Financial Times Limited, Goldman, Sachs & Co. and NatWest Securities Limited. 1987

Constituent change during the week ending 9/7/93: Deletion: Asland (Spain).

LONDON SHARE SERVICE

BRITISH FUNDS

	Notes	Price £	Wk % Ch'nge	Amnt £m	Interest due	Last xd	City line
"Shorts" (Lives up to Five Years)							
Funding 6pc 1993‡‡		100	—	600	Mr15 Se15	8.2	1276
Treas 13¾pc 1993‡‡		102⅝	-2	1,065	My23 No23	18.4	1304
8¼pc 1994		101⅝xd	-1	2,100	Au3 Fe3	28.6	4871
14½pc 1994‡‡		105⅝	-1	650	Se1 Mr1	25.1	1307
Exch 13½pc 1994		108¼	-1	1,100	Oc27 Ap27	22.3	1287
Treas 10pc Ln 1994‡‡		103¾	-1	1,860	De9 Je9	4.5	1294
Exch 12½pc 1994		107¾	-1	1,240	Fe22 Au22	18.1	1263
Treas 9pc 1994‡‡		104⅛	—	1,600	My17 No17	13.4	1345
12pc 1995		109⅛	-1	2,250	Jy25 Ja25	18.6	1299
Exch 3pc Gas 90-95		96⅛		214	My1 No1	25.3	1271
10¼pc 1995		106⅛	0.1	2,580	Ja21 Jy21	14.6	1254
Treas 12¾pc 1995‡‡		114⅝	0.1	949	My15 No15	8.4	1298
14pc 1996		118	0.1	770	Jy22 Ja22	16.6	1305
15¼pc 1996‡‡		122⅝	0.2	1,150	My3 No3	28.3	1306
Exch 13¼pc 1996‡‡		117⅞	0.2	806	My15 No15	8.4	1268
Conversion 10pc 1996		110⅛	0.2	3,409	My15 No15	8.4	1240
Treas 13¼pc 1997‡‡		120⅞	0.2	1,280	Jy22 Ja22	16.8	1302
Exch 10½pc 1997		112⅛	0.1	3,700	Au21 Fe21	15.1	1253
Treas 8¾pc 1997‡‡		107⅛	0.2	5,550	Mr1 Se1	25.1	1341
Exch 15pc 1997		129½	0.3	830	Ap27 Oc27	22.3	1269
9¾pc 1998		111⅛	0.3	3,650	Jy19 Ja19	14.6	1273
Treas 7¼pc 1998‡‡		102⅛	0.3	2,850	Mr30 Se30	22.2	-
7¼pc 1998 A‡‡		102⅛	0.3	2,080	Mr30 Se30	-	-
Treas 6¾pc 1995-98‡‡		100⅞	0.2	1,250	My1 No1	26.3	1331
14pc '96-1		127⅞	0.3	879	My22 No22	16.4	1306
Five to Fifteen Years							
Treas 15½pc '98‡‡		136⅛	0.4	935	Mr30 Se30	22.2	1308
Exch 12pc 1998		121⅛	0.5	3,069	My20 No20	13.4	1259
Treas 9½pc 1999‡‡		111⅛	0.7	1,900	Jy15 Ja15	8.8	1347
Exch 12¼pc 1999		122⅛	0.5	3,050	Se26 Mr26	17.2	1264
Treas 10½pc 1999		115⅜	0.5	1,252	No19 My19	13.4	1286
Conversion 10¼pc 1999		115⅛	0.5	1,798	My22 No22	15.4	1242
9pc 2000‡‡		109⅝	0.5	4,798	Se3 Mr3	25.1	1244
Treas 13pc 2000		129⅞	0.4	3,171	Ja14 Jy14	7.8	1299
10pc 2001		114⅛	0.5	4,406	Au26 Fe26	28.1	1280
9¾pc 2002		113⅞	0.6	6,527	Fe27 Au27	21.1	1349
8pc 2003‡‡		103⅞	0.7	4,150	Ja10 De10	4.5	-
8pc 2003 A‡‡		103⅛	0.7	3,250	Ja10 De10	-	-

BRITISH FUNDS - Cont.

	Notes	Price £	Wk % Ch'nge	Amnt £m	Interest due	Last xd	City line
10pc 2003		115⅝	0.5	2,503	Mr8 Se8	1.2	1281
Treas 11½pc 2001-4		121⅛	0.5	1,820	Se19 Mr19	10.2	1290
Funding 3½pc '99-4		74¼	1.2	843	Ja14 Jy14	7.8	1274
Conversion 9½pc 2004		112⅞	0.5	3,412	Ap25 Oc25	18.3	1246
9½pc 2005		112⅝	0.5	4,842	Oc18 Ap18	12.3	1247
Treas 12½pc 2003-5		130⅞	0.6	2,200	My21 No21	14.4	1296
7¾pc 2006‡‡		98⅛	0.7	3,000	Mr8 Se8	-	-
8pc 2002-6‡‡		101⅛	0.6	2,000	Ap5 Oc5	1.3	1334
Treas 11¾pc 2003-7		124⅝	0.6	3,150	Jy22 Ja22	15.8	1288
Treas 8½pc 2007‡‡		104⅝	0.6	5,487	Ja16 Jy16	9.8	1339
13½pc '04-8		138⅛	0.5	1,250	Se26 Mr26	17.2	1307
Over Fifteen Years							
Treas 9pc 2008‡‡		106⅝	0.5	4,321	Ap13 Oc13	8.3	1343
9pc 2008 D‡‡		30⅛	1.4	1,000	13Ap 13Oc	-	-
8pc 2009		100⅛	0.6	2,560	Mr25 Se25	16.2	1336
Conv 9pc Ln 2011‡‡		109⅛	0.5	4,273	Ja12 Jy12	7.8	1345
Treas 9pc 2012‡‡		109⅛xd	0.5	5,150	Fe6 Au6	30.6	1701
Treas 5½pc 2008-12‡‡		77⅛	0.5	1,000	Mr10 Se10	1.2	1330
Treas 8pc 2013‡‡		99⅛	0.5	3,000	Mr27 Se27	-	-
7¾pc 2012-15‡‡		98⅛	0.6	700	Jy26 Ja26	21.6	1332
Treas 8¾pc 2017‡‡		106⅛	0.4	6,300	Fe25 Au25	19.1	1982
Exch 12pc '13-'17		138⅛	0.5	1,000	Je12 De12	6.5	1260
Undated							
Consols 4pc		46⅝xd	0.5	358	Fe1 Au1	25.6	1239
War Loan 3½pc‡‡		42⅛	0.1	1,909	Ja1 De1	26.4	1352
Conv 3½pc '61 Aft.		63⅛	0.6	122	Ap1 Oc1	23.2	1343
Treas 3pc '66 Aft.		36⅝	2.1	56	Ap5 Oc5	23.3	1324
Consols 2½pc		32⅛	1.3	276	5JaApJyOc	1.6	1238
Treas. 2½pc		30⅛	0.4	475	Ap1 Oc1	23.2	1315

BRITISH FUNDS - Cont.

	Notes	Price £	Wk % Ch'nge	Amnt £m	Interest due	Last xd	City line
Index-Linked	(b)						
Treas. 2pc '94	(102.9)	134⅛	.....	900	No16 My16	13.4	5070
2pc '96	(67.9)	197⅛	-1	1,200	Mr16 Se16	8.2	1313
4⅝pc '98‡‡	(135.6)	106⅛	.....	550	Ap27 Oc27	22.3	-
2½pc '01	(78.3)	167	0.5	1,350	Mr24 Se24	18.2	1316
2½pc '03	(78.8)	169⅛	0.2	850	No20 My20	13.4	1317
4⅜pc '04‡‡	(135.6)	111⅛	0.1	800	Ap21 Oc21	18.3	-
2pc '06	(69.5)	170⅞	.....	1,350	Ja19 Jy19	14.6	1314
2½pc '09	(78.8)	154⅛	.....	1,550	No20 My20	13.4	1318
2½pc '11	(74.6)	159⅞	.....	1,550	Fe23 Au23	18.1	1319
2½pc '13	(89.2)	137½	.....	1,950	Fe16 Au16	11.1	1320
2½pc '16	(81.6)	138⅞	.....	2,200	Ja26 Jy26	21.6	1321
2½pc '20	(83.0)	134⅞	0.1	1,700	Oc16 Ap16	10.3	1322
2½pc '24‡‡	(97.7)	111⅞	-.1	1,500	Ja17 Jy17	10.6	1323
4⅛pc '30‡‡	(135.1)	112⅜	.....	650	Jy22 Ja16	15.6	-

(b) Figures in parentheses show RPI base for indexing (ie 8 months prior to issue) and have been adjusted to reflect rebasing of RPI to January 1987. Conversion factor 3.945. RPI for October 1992: 139.9 and for May 1993: 141.1.

OTHER FIXED INTEREST

	Notes	Price £	Wk % Ch'nge	Amnt £m	Interest due	Last xd	City line
African Dev 11¼ 2010		125⅛	0.6	50	Ja4 Jy4	1.12	-
Asian Dev 10¼pc 2009		117⅛	0.3	100	Mr24 Se24	28.3	-
B'ham 11½pc 2012		122⅛	.....	45	My15 No15	17.4	1837
Ireland Cap 8½pc '10		114	-2	304	Ap1 Oc1	-	1468
9pc Cap 1996		112	-.4	725	Ja30 Jy30	-	-
13pc '97-2		126	-.4	315	Ap1 Oc1	28.8	1428
Hydro Quebec 15pc 2011		149⅛	0.8	40	My31 No31	27.10	-
Leeds 13½pc 2006		138½	0.2	40	Ap1 Oc1	12.3	3146
Liverpool 3½pc Irred.		37⅛	—	8	1JaApJeOc	1.6	3169
LCC 3pc '20 Aft.		33½	-.7	28	1MrJeSeDe	1.6	-
Manchester 11½pc 2007		121	-2	7	Ap25 Oc25	30.3	3275
Met. Wtr. 3pc 'B'		66⅛	0.2	25	Mr1 Se1	1.8	3361
N'wide Anglia 3⅞pc 2021		130	0.4	80	Ja30 Jy30	8.1	3465
4⅛pc IL 2024		125⅛	0.2	50	Fe23 Au23	20.7	-
Utd Mex. States 16½pc 2008		140⅛	0.4	60	Mr1 Se1	27.6	-

Continued on next page

AMERICANS

	Notes	Price £	W'k% ch'nge	Div gross	Dividends paid	Last xd	City line
Abbott Labs		17⅛xd	0.9	88c	FeMyAuNv	13.4	1603
Allegheny & W	♥	634p	3.6	30c	–	–	–
Amdahl		338p	–5.6	5c	NvFeJeAu	31.1	–
Amer Cyanamid		36	1.4	$1.65	MrJeSeDe	4.3	–
Amer Express		20¼xd	0.6	$1.00	FeMyAuNv	5.7	1594
Amer T & T		41⅞xd	–	$1.32	FeMyAuNv	25.6	1597
Ameritech		53	–.7	$3.68	FeMyAuNv	28.3	–
BankAmerica		30⅛xd	0.6	$1.40	MrJeSeDe	18.6	1744
Bankers NY		62¼xd	5.0	$3.12	ApJyOcJa	24.12	1745
Bell Atlantic		39½	–	$2.68	FeMyAuNv	4.7	–
BellSouth		37½	2.0	$2.76	FeMyAuNv	5.4	–
Bethlehem Steel	♥	11⅛xd	–3.5	–	MrJeSeDe	6.2	1821
Bowater		1325pxd	2.7	60c	OcJaApJy	9.3	1884
CPC		27⅜xd	1.3	$1.28	JaApJyOc	26.6	2263
California Engy		1234p	–13.8	–	–	–	–
Chase Manhattan		22⅞xd	3.2	$1.20	FeMyAuNv	27.4	2109
Chrysler		31⅞xd	2.7	60c	ApJyOcJa	15.6	2135
Citicorp		21⅛xd	5.6	–	–	23.10	2141
Colgate-Palm		36xd	–.3	$1.44	FeMyAuNv	22.7	2184
Cont'l Bank		1865p	5.2	60c	DeMrJeSe	31.5	–
Dana		35⅜xd	–.4	$1.60	MrJeSeDe	26.5	2306
Data General		666p	–6.2	–	–	–	–
Decora Inds	♥	136p	–.7	–	†	–	–
Dun & Brad		40	2.2	$2.44	MrJeSeDe	13.2	–
Eaton	h	29⅛xc	–1.3	$1.10	FeMyAuNv	2.2	2410
Echlin		19⅞xd	1.2	70c	JaApJyOc	30.6	3046
FPL		20⅝xd	0.5	$2.48	MrJeSeDe	25.6	–
Ford Motor		34¼xd	1.5	$1.60	MrJeSeDe	27.4	2615
Gen Elect		65xd	3.3	$2.52	JaApJyOc	3.8	2675
General Host	♥	532p	3.7	34c	†	13.12	–
Gillette		36⅝xd	1.4	84c	MrJeSeDe	28.4	2695
Hasbro		20⅝	–	24c	FeApJyNv	1.8	–
Honeywell		24⅝xd	–	88c	MrJeSeDe	25.5	2919
Houston Inds		30⅛	3.9	$3.00	MrJeSeDe	10.11	–
Ingersoll-Rand		21⅞xd	–2.8	70c	MrJeSeDe	14.5	2979
Lockheed		44½	1.4	$2.12	MrJeSeDe	15.2	–
Lowe's	h	2552p	–2.0	28c	JaApJyOc	11.7	–
[illegible] Technology		136½p	–16.1	–	–	–	–
Merrill Lynch		55⅞xd	4.6	$1.20	FeMyAuNv	30.4	3351
Morgan (JP)		49⅛xd	8.1	$2.40	JaApJyOc	16.6	3418
Morris (Philip)		32⅞xd	1.2	$2.60	JaApJyOc	10.6	5161
NYNEX		92	3.1	$4.64	FeMyAuNv	27.8	4740
Pall		11½xd	–2.1	32c	FeMyAuNv	24.1	–
Pennzoil		41½xd	0.6	$3.00	MrJeSeDe	28.5	3630
Quaker Oats		46⅞xd	–.9	$1.92	JyOcJaAp	22.6	3736
[illegible]		216p	0.5	–	–	–	2418
Rockwell		21⅞xd	–.3	$1.00	MrJeSeDe	12.5	3847
Rep NY		35xd	3.1	$1.08	JaApJySe	10.6	3814
Sears, Roebuck		38⅝xd	6.7	$1.60	JaApJyOc	28.5	5181
Sthwestern Bell	h	26½	2.9	$1.51	MyAuNvFe	4.7	–
Sun Co		18¼xd	–.6	$1.80	MrJeSeDe	6.5	4135
Tenneco		33⅛xd	2.1	$1.60	MrJeSeDe	20.5	–
Texaco		42⅞xd	0.9	$3.20	MrJeSeDe	4.5	4200
Time Warner	h	25¼xd	–.6	28c	MrJeSeDe	27.5	4234
Unisys	♥	427p	4.4	–	†	–	–
US West		31½	3.3	$2.14	FeMyAuNv	14.4	–
Varity		2045p	2.4	–	–	11'77	–
WMX Technologies		20⅝xd	–.3	60c	ApJyOcJa	11.6	4439

CANADIANS

BANKS

BREWERS & DISTILLERS

	Notes	Price	W'k% ch'nge	Div net	Div cov.	Dividends paid	Last xd	City line
Allied-Lyons	♣♦□	597	1.3	21.0	1.7	Jul Feb	24.5	1690
Bass	†□	442	–8.3	18.9	2.4	Feb Jul	24.5	1772
Boddington	□	277	–1.4	7.3	2.2	Apr Nov	18.3	1882
Bulmer (HP)	†	405	4.4	9.0	2.2	Sep Feb	4.1	2005
Burn St Dist	□	127	0.8	5.0	2.3	May Nov	19.4	1919
Burtonwood		140	–.7	4.79	♦	Feb Aug	16.11	2022
Devenish (JA)	♣†□	364	–.5	7.85	2.1	Feb Jul	21.6	2345
4½pc Cv Pf	□	283	–.7	4½%	–	Mar Sep	1.2	2347
Eldridge Pope A	♣†	99xd	–1.0	3.35	1.1	Feb Jul	6.7	2435
Fosters A$	u	82	3.0	Q8c	5.3	May Nov	12.4	2434
Fuller STA	♣	395	1.3	7.4	♦	Aug Jan	14.12	2643
Grand Met	†□	405	–4.2	12.3	2.2	Oct Apr	4.1	2759
Greenalls	♣†□	359	–.5	11.77	2.2	Jul Feb	24.5	2786
5.95pc Cv Pf	□	174	–.3	5.95%	–	Jan Dec	18.4	2785
Greene King	□	534	2.1	12.3	♦	Aug Feb	4.1	2789
Grosvenor Inns	H	88	–2.3	4.0	–	Feb Sep	18.1	–
Guinness	♣M□	470	–.6	11.85	2.2	Nov Jul	19.4	2781
Highland	†□	341	1.8	6.9	2.6	Jan Jun	19.4	2880
Holt (J)		3130	2.0	41.0	3.7	Jan Oct	10.5	2912
Invergordon	♣□	278	–.7	7.0	♦	Oct May	28.3	2967
Kirin Y		802	0.3	Q30%	♦	Mar Sep	–	1119
Macallan-Glen	♣□	188	–.6	4.92	4.8	Nov May	19.4	3254
Macdon Martin A	N	363	–	8.8	2.4	Jan Jul	7.6	3257
Mansfield		790xd	–2.1	18.4	♦	Jan Aug	6.7	3282
Marston Thomp	□	280xd	–.4	5.4	♦	Jan Aug	6.7	3301
Matthew Clark	g	416	1.2	10.78	♦	Apr Oct	1.2	2153
Merrydown	†n	268	–	6.22	2.0	Jan Oct	14.12	3362
Morland	†	690	–.7	9.4	3.0	Jul Jan	7.6	3419
Paramount	♣♦□	8¼	–3.7	–	–	Jan	19.10	2050
Regent Inns	b	184	0.6	4.5	1.6	May Nov	28.4	2188
Scott & New	♣□	460	–1.7	16.83	1.9	Feb Sep	4.1	3944
Seagram S		£17⅞	1.4	Q56c	–	SeDeMrJe	4.3	3960
Taunton Cider		210	–2.8	6.0	♦	Feb Jul	14.12	2874
United Breweries	♣	8½	–6.0	–	–	–	–	3577
Vaux		237	0.9	9.38	1.4	Feb Jul	24.5	4382
Wetherspoon (J.D.)	W□	286	–.7	4.8	2.6	May Dec	29.3	1618
Whitbread 'A'	N□	477	–4.4	17.75	2.1	Jan Jul	7.6	4468
Wolv & Dudley	†□	495	–2.8	11.4	3.4	Jan Jun	24.5	4530
Young A		495	–	14.6	1.7	Dec Jul	24.5	4563
N/V		438	1.2	14.6	1.7	Dec Jul	24.8	4564

BUILDING MATERIALS

BUILDING MATERIALS - Cont.

	Notes	Price	W'k% ch'nge	Div net	Div cov.	Dividends paid	Last xd	City line
Tarmac	□	138	–1.1	5.5	–	Jul Dec	10.5	4178
Tilbury	♣†	202	–	3.57	3.1	Jul Feb	24.5	4801
Travis Perkins	□	229	–0.1	8.0	0.8	Nov Jul	10.5	4287
Tudor	♣	28	–	0.25	–	Jul	19.4	4325
Unigroup	□	59	–1.7	–	–	–	8.88	4348
Waterhouse	♣	31	–	–	–	Apr	9.7	1097
Wickes	□	112	–0.6	–	–	–	6'90	4488
Wolseley	♣†□	613	–2.4	12.05	2.1	Apr Jan	28.3	4520

BUSINESS SERVICES

CHEMICALS

CONGLOMERATES

	Notes	Price	W'k% ch'nge	Div net	Div cov.	Dividends paid	Last xd	City line
AGA SKr		222¼	–5.2	Q39%	♦	Jun	28.6	1528
Amer Pres A FM		1392	–	Q10%	1.3	Dec	12.87	1590
Bibby (J)	†□	78	–1.3	9.75	1.6	Jul Jan	24.5	1823
Bodycote	♣h	275	–	5.0	3.1	Jul Dec	24.5	1856
Brierley Invs NZ$	♣	42	6.3	Q6c	1.3	Apr Nov	18.3	1951
CSR A$		198½xd	0.5	Q22c	♦	Aug Jan	6.7	4611
Cannon St Invs	□	28½	22.8	–	–	–	9'91	2084
Chillington		30	–	0.35	–	Jul	21.6	2125
Crean (J) Uts IE		265	–	Q9.7%	♦	Jul Feb	24.5	1398
Daimler-Benz DM	♣	£268¼	6.3	Q24.7%	–	Jan	–	1051
Ensor	♣t	13	–	1.25	1.5	Aug	12'90	4807
Fletcher Chge NZ$		108	4.5	Q14c	–	Nov Mar	22.3	2802
[illegible]		28	–	–	–	–	–	2894
Goode Durrant	♣□	98	–	5.4	0.9	Feb Sep	18.1	2722
Grampian	♣□	137	–	5.5	1.1	Apr Nov	29.3	2761
Hanson	♣♦□	234	4.7	11.4	1.5	JaApJyOc	24.5	2825
9½pc Cnv		£112¾xd	–1.7	9½%	–	Jan Jul	6.7	–
Warrants	□	24⅛	11.2	–	–	–	–	8113
Harrisons & Cros	□	161	2.5	9.8	0.8	Jul Dec	19.4	2840
Jardine Hdg $		508	–1.4	Q16.7c	2.2	Dec Jun	18.4	3028
Jourdan (T)		29	–	0.75	–	Jan Jul	24.5	3081
Lonrho	♣♦□	133	6.1	4.0	0.2	Oct Apr	15.2	3217
Mosaic	†	18	80.0	0.25	1.6	Oct	30.12	4819
Porter Chadburn	♣□	48	37.9	1.25	–	Apr Oct	1.3	3694
Resco	□	8¼	–	–	–	–	9'91	2055
Ropner		118	–3.3	8.25	0.9	Dec Jul	18.5	3859
A		114	–.9	8.25	0.9	Dec Jul	18.5	3855
Scot Heritable	□	8½	–	–	–	–	9'90	3851
Sime Darby M$		110	–	Q16c	1.6	May Nov	28.3	4022
TT Group	♣□	290	–.7	8.0	2.4	Apr Oct	28.3	4333
Tomkins	♣♦□	224	–2.0	4.35	2.0	Apr Oct	18.1	4244
6½pc Cm Pf		189	–2.2	6½%	–	Jan Jul	24.5	5173
Trafalgar Hse	♣♦□	103	–2.4	3.25	2.1	Feb Jul	10.5	4267
A	□	109	–2.4	–	–	–	10.5	2809
Wassall	♣□	241	–1.6	2.5	3.3	May Nov	28.3	4436

CONTRACTING & CONSTRUCTION

CONTRACTING & CONSTRUCTION - Cont.

	Notes	Price	W'k% ch'nge	Div net	Div cov.	Dividends paid	Last xd	City line
Westbury	♣□	194	0.8	5.0	1.3	Jan Jul	7.6	4460
West Scaffdg	♣	8½	–	–	–	–	7.90	4473
Westport	♣□	9½	–	–	–	–	8'90	4489
Wilson Bowden	♣□	401	–2.9	4.7	1.7	May Nov	19.4	4516
Wilson (Con)	□	187	–4.6	3.83	1.4	Jul Oct	10.5	4518
Wimpey (G)	H□	190	–1.2	6.25	–	Oct May	28.3	4519

ELECTRICALS

ELECTRICITY

ELECTRONICS

ENGINEERING-AEROSPACE

	Notes	Price	W'k% ch'nge	Div net	Div cov.	Dividends paid	Last xd	City line
AIM	♣	172	4.2	6.5	2.4	Oct Apr	1.2	1037
Brit Aerospace	□	465	0.0	7.0	–	Nov Jun	18.4	1850
7¾p Cv Pf	□	183½	1.0	7.75	–	Jul Feb	7.6	3174
FR	♣M□	281	–1.1	7.2	3.0	Dec Jul	24.5	2627
Hunting	♣M□	223	–3.5	10.0	1.2	Sep Jul	19.4	2942
8¼pc Cv Pf		114	0.9	8¼%	–	May Nov	19.4	5244
[illegible]		75	–1.3	3.8	2.1	Nov Jun	18.5	3601
ML Hldgs	□	30	3.4	–	–	–	28.6	3248
Rolls-Royce	M□	137	–5.2	5.0	–	Jan Jul	29.3	3853
Smiths Inds	†□	395	2.2	11.25	2.1	Jan Jun	18.5	4050
UMECO	♣t	378xd	8.7	1.75	0.9	Feb Aug	5.7	4629
Westland	♣□	238	21.1	4.25	2.5	Jul Feb	7.6	4495

ENGINEERING-GENERAL

ENGINEERING-GENERAL - Cont.

FOOD MANUFACTURING

FOOD RETAILING

	Notes	Price	W'k% ch'nge	Div net	Div cov.	Dividends paid	Last xd	City line
ASDA	♣□	63½	–3.1	1.6	2.6	Apr Oct	15.2	1650
Albert Fisher	♣□	63	–1.6	3.75	1.5	Jan Jul	10.5	2651
Appleby W'ward	♣M	185	–	6.6	1.7	Jan Jun	24.5	5085
Argyll	♣M□	313	–1.3	10.9	2.5	Feb Aug	21.6	1845
Brake Bros		582	2.8	8.2	3.7	Dec Apr	29.3	1928
Budgens	♣□	44	2.3	1.9	♦	Sep	11'90	1758
Cullen's		17½	–2.8	0.5	♦	Aug	13.7	2281
Dairy Farm $		118	1.7	Q5.58c	1.9	Nov Jun	8.4	2326
Farepak	♣	280	–	5.35	♦	Oct Mar	1.2	3086
Fitzwilton IE		43	4.9	Q18.7%	–	Jul Jan	21.6	1431
Fyffes IE	♣t	103	–1.9	Q22.4%	4.7	Apr Jul	15.2	1435
Geest	□	282	–3.8	8.1	2.7	Jul Dec	18.5	2659
Greggs		700	0.4	16.9	2.8	May Oct	29.3	2774
Iceland	♣M□	226	–1.7	2.35	3.4	Nov May	19.4	2886
John Lusty	♣	6½	–	–	–	–	–	–
Kwik Save	♣†□	707	–3.7	10.8	3.3	Jul Jan	10.5	3112
Low (Wm)		185	–	5.4	2.2	Jan Jun	10.5	3229
M & W	♣t	122xd	–.8	2.5	3.3	Feb Aug	5.7	3207
Merchant Retail	□	18	–2.7	1.1	0.8	Mar Oct	18.1	3612
Morrison (W)	M□	141	5.0	0.8	8.6	May Nov	29.3	3422
5½pc Cv Pf		237	2.8	5.35	–	Mar Sep	1.2	3421
Nurdin & P'k	□	214	–3.6	6.12	♦	Jul Oct	24.5	3540
Park Food	□	235	–1.7	6.9	♦	Mar Oct	1.2	3595
PizzaExpress	♣	70	–8.5	0.5	–	–	–	4759
Sainsbury (J)	♣†□	443	–5.1	10.0	2.8	Jan Jul	24.5	3904
Shoprite	†	148xd	–	6.49%	2.4	Apr Oct	8.7	2362
Tesco	♣□	204	–3.3	7.1	3.0	May Jan	19.4	4397
5pc Cv 2006		£118½	–1.0	5%	–	Feb Aug	18.1	–
Thorntons	□	146	–1.4	3.65	2.9	Apr Nov	18.3	5041
Watson & Philip	♣†□	286	–2.8	13.2	1.4	Aug Feb	21.6	4445

HEALTH & HOUSEHOLD

HOTELS & LEISURE

HOTELS & LEISURE - Cont.

INSURANCE BROKERS

INSURANCE COMPOSITE

INSURANCE LIFE

INVESTMENT TRUSTS

INVESTMENT TRUSTS - Cont.

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LONDON SHARE SERVICE

INVESTMENT TRUSTS - Cont.

	Notes	Price	W'k % ch'nge	Div net	Dividends paid	Mkt cap£m	Last xd	City line
Scottish Inv	‡†☐	294	0.5	4.62	Feb Jul	519.0	7.6	3953
Warrants	☐	53½	1.9	–	–	27.2	–	5003
Scot Mortgage	‡☐	194	1.0	4.0	Jul Dec	699.8	24.5	5094
Scot National Inc	‡N☐	84½	0.6	7.5	ApJyOcJa	134.9	24.5	3981
Cap	☐	23	-4.2	–	–	14.7	–	3980
Stepped Pf		154¼	0.3	6.08	Sep Mar	40.3	15.2	3982
Zero Div Pf		213½	0.2	–	–	136.3	–	3984
Warrants		2½	-8.1	–	–	0.32	–	3983
Scot Value	†a☐	94	0.6	1.6	Jan Jul	40.2	24.5	2706
Sec Alliance	‡†	1494	-.3	36.5	Apr Oct	284.9	1.3	3974
Second Consld	☐	169	----	–	–	56.8	–	1979
Second Market	‡s	345	-.3	2.8	May	34.2	19.4	3976
Sec Tst Scot	‡☐	82½	-.6	3.25	Jul Dec	284.2	10.5	3977
Select Assets	☐	138	1.5	1.2	Apr	39.3	1.3	6085
Eq Ind SerI		136xd	----	4.25	JaApJeOc	23.8	9.7	4803
Eq Ind SerII		136xd	----	4.25	JaApJeOc	28.7	9.7	5085
SHIRESCOT	aH	134	0.8	5.25	DeMrJeSe	17.8	24.5	1835
Shires	‡M	282	0.4	16.8	ApJyOcJa	60.5	7.8	4014
11pc Cv Ln '03/04		£127½	----	Q11%	Sep Mar	6.38	1.3	4012
Slam Select		128	----	1.0	Sep	19.2	24.8	1387
Warrants		27	----	–	–	0.81	–	1379
Smaller Cos	☐	125	----	2.8	Apr Oct	20.9	7.6	3698
Warrants		41	5.1	–	–	1.37	25.5	3699
Sphere Inc	☐	24	----	3.1	MyAuNvFe	29.1	19.4	4278
Zero Div Pf		99¼	1.1	–	–	94.7	–	5227
Sumit		78	21.0	1.4	May	5.97	15.3	4132
TR City of Lon	☐	138	----	4.75	FeMyAuNv	295.8	19.4	4271
TR Euro Growth	‡☐	109	----	1.35	Oct	39.6	7.9	4890
Ptg Sub		67	----	1.35	Oct	2.07	7.9	–
TR Far East Inc	‡†☐	140	-1.4	4.5	ApJyOcJa	65.1	24.5	4289
Warrants		42¼	-1.2	–	–	3.90	–	–
TR High Inc		120xd	----	6.0	ApJyOcJa	27.7	6.7	2887
Sub	g	29	----	1.6	Jul	0.84	21.6	2936
TR Pacific	‡☐	143	-3.4	0.35	Apr	95.8	15.3	4581
TR Prop	‡☐	25¾	-1.9	0.9	Jan Jul	73.2	7.6	4282
TR Smaller	‡☐	178½	-.3	3.7	Mar Sep	318.1	1.2	4285
TR Technology	‡☐	67	0.8	1.75	Aug	29.6	13.7	4282
Units		2303	0.1	30.15	Dec Jun	–	24.5	1138
Stepped Pf		129½	2.0	5.51	Dec Jun	86.6	24.5	4989
Zero Pf		211	1.0	–	–	162.5	–	4988
Temple Bar	‡☐	309	1.0	13.25	Sep Mar	177.1	1.3	4191
Templeton Em	☐	307	2.7	1.8	Sep	274.5	10.8	4800
Warrants		165	3.7	–	–	16.4	24.3	–
Thompson Clive		175	6.1	3.8	Jan	22.3	19.4	–
Thornton Asian	‡☐	88	-2.2	0.5	Jun	88.0	10.5	5042
Warrants		15	-3.2	–	–	3.06	–	5184
Thornton Pan Euro		31	----	1.0	May	4.65	29.3	2123
Warrants		1	----	–	–	0.04	–	–
Throg Dual Inc		84	----	7.0	MaApJyJa	50.5	21.6	4219
Cap		468	----	–	–	16.9	–	4218
Throg 1000 Smis Cos	☐	108	-.9	–	–	39.6	9.3	5005
Warrants	☐	28	----	–	–	1.90	–	1335
Throgmorton Tst	‡☐	78	-1.4	2.3	Aug Apr	212.7	1.3	4221
Tor Inc		343	----	46.0	FeApJyNv	12.9	21.6	4257
Cap		626	1.9	4.0	Nov	28.6	5.10	4256
Trust of Prop		71	----	1.5	Apr	5.11	1.3	4315
Turkey Trust	‡a	251	-1.2	1.0	Feb	38.4	4.1	5289
Warrants		115	-6.5	–	–	4.12	–	2179
USDC	‡☐	205	1.5	4.6	Apr Oct	75.9	15.3	4365
US Smaller Cos.	ss	126	-1.6	0.09	Oct	82.7	7.9	4062
Warrants		54	----	–	–	6.37	22.12	4979
Value & Inc	☐	103	-.5	3.6	Jan Jul	42.8	24.5	4395
Venturi		17	3.0	–	–	2.04	–	–
Inc		49	----	3.45	Jun Nov	2.49	10.5	–
Cap Indexed		225	----	–	–	4.50	–	–
Warrants & Value	☐	27¾	1.8	–	–	22.2	–	1469
Welsh Indl		118	----	4.7	Dec	1.49	18.11	4469
Whitbread Inv		585	-.3	19.5	Jan Jul	375.4	7.6	4493
Witan	‡☐	185	----	5.6	Mar Sep	731.8	1.2	4526
Worth	☐	21	----	8.1	Jun	6.68	24.5	1576
Yeoman Inc	☐	110	----	13.6	Jan Apr	37.1	4.1	4535
Cap	☐	171	-1.2	–	–	42.1	–	4554
Zero Pf		186¾	0.5	–	–	37.1	–	1286

Net asset values supplied by NatWest Securities Limited as a guide only. See guide to London Share Service.

INVESTMENT COMPANIES

	Notes	Price	W'k % ch'nge	Div net	Dividends paid	Mkt cap£m	Last xd	City line
Baring Chrysalis $	a	503	----	01.0c	Apr	81.3	–	–
Warrants		65	----	–	–	2.35	–	–
Baring Puma $	Z	1364	----	08.4a	Apr	81.6	–	–
Biotech Rd Pf $		151	-1.3	–	–	86.7	–	1834
China & Eastern $	☐	167	-1.2	01c	Dec	34.1	25.11	2128
Environmental Inv		657	----	–	–	38.3	–	2102
Warrants		84	----	–	–	9.57	–	2381
Euro Assets Fl	☐	283	2.0	020%	Sep Apr	82.1	29.3	2503

MERCHANT BANKS

	Notes	Price	W'k% ch'nge	Div net	Div cov.	Dividends paid	Last xd	City line
Barings 8pc Cm 2nd Prf		98½	2.1	8%	–	June Dec	10.5	–
9¾pc Non-Cum Prf		118¾	0.8	9¾%	–	Jan Jul	10.5	1421
Close Bros	6†	338	-1.2	8.5	2.3	Apr Oct	15.3	2168
Hambros	‡☐	349	1.5	14.8	1.5	Dec Aug	21.6	2812
7½pc Cv Pf		147	2.1	7½%	–	Apr Oct	15.2	4388
Joseph (L)	‡	360	0.8	18.8	♦	Jan Sep	14.12	3080
Kleinwort Benson	☐	409	----	18.6	1.6	May Oct	1.3	3102
Rea Bros	‡☐	41	-2.4	8.5	1.7	May Oct	29.3	3789
Schroders	‡h	953	----	11.0	4.5	Nov Apr	29.3	3939
NV	h	825	----	11.0	4.5	Apr Nov	29.3	3941
Singer & Fried	‡☐	67	1.5	2.8	♦	Nov Jun	19.4	4028
Warburg (SG)	‡N☐	719	-1.0	19.0	2.1	Jul Dec	7.6	4425
8pc Cv Pf		251	-.4	8%	–	Mar Sep	1.3	4426
Wintrust	‡	240	----	9.3	♦	Oct Mar	1.3	4924

METALS & METAL FORMING

	Notes	Price	W'k% ch'nge	Div net	Div cov.	Dividends paid	Last xd	City line
ASW	N☐	299	-1.0	6.0	–	May Nov	15.3	5084
Apollo Metals	†	106	-.9	3.45	1.6	Jan Jul	7.6	1498
Ash & Lacy	‡	198	----	6.4	1.5	Nov Apr	29.3	1683
Billam (J)		283	1.2	5.0	4.0	Oct May	29.3	1828
Brit Steel	q☐	92xd	3.4	1.8	–	Aug	5.7	3911
CI	☐	23	----	1.8	1.0	Jul Jan	24.5	2138
Castings		195	-1.5	4.35	♦	Jan Aug	7.6	2078
Chamber & Hill		135	----	6.25	2.5	Jul Dec	24.5	2100
Cohen (A)		320	----	8.8	–	Feb Aug	21.6	2161
Cook (Wm)	☐	197	-3.9	5.0	♦	Jan Oct	16.11	2232
Cooper (F)	‡☐	66	----	2.9	0.5	Jul Feb	19.4	2235
For Downiebrae see GBE Int'l								
Forrards	†g	69	----	1.9	3.9	Jan Jul	24.5	4891
Firth (GM)	☐	12	----	–	–	–	2'91	2579
GBE Intl	g	64	-9.0	0.5	2.2	Jul	–	2378
Garton		81	-2.2	4.0	–	Jul Dec	24.5	2659
Glynwed Intl	☐	295	0.3	11.65	0.9	Jul Dec	24.5	2711
Goodwin		38	----	0.66	5.4	Nov	19.10	2725
Johnson & Firth	☐	51½	-1.0	3.0	1.1	Feb Jul	21.6	3045

MINES - Cont.

	Notes	Price	W'k% ch'nge	Div net	Div cov.	Dividends paid	Last xd	City line
Ivernia West IE	‡‡☐	40	-16.7	–	–	–	–	–
Kells Mins IE	††	13	----	–	–	–	–	3741
Kenmare	‡☐	8	----	–	–	–	–	1453
Malinga Res.		14½	-3.3	–	–	–	–	–
Navan Res IE	‡	86½	-3.9	–	–	–	–	1165
5pc Ln Notes		86½	-3.9	–	–	–	–	–
Onyx Gold		76¼	1.3	–	–	–	–	3535
‡‡Ovoca Res IE		3½	----	–	–	–	–	1470
RTZ	‡N☐	678	0.6	19.6	1.3	Dec Aug	7.6	3980
Vaccaye	‡	64¼	----	–	–	–	–	4193

GUIDE TO LONDON SHARE SERVICE

Company classifications are based on those used for the FT-Actuaries Indices and FT-Actuaries World Indices.

Closing mid-prices are shown. Prices and net dividends are in pence unless otherwise indicated.

Where stocks are denominated in currencies other than sterling, this is indicated after the name.

Dividend covers are based on "maximum" distribution; this compares gross dividend costs to profit after taxation, excluding exceptional profits/losses but including estimated extent of offsettable ACT. Market Capitalisations are published on Tuesdays-Saturdays except for Investment Trusts and British Funds.

- ☐ Indicates the most actively traded stocks. This includes UK stocks where transactions and prices are published continuously through the Stock Exchange Automated Quotation system (SEAQ).
- ● "Tap Stock"
- † Interim since increased or resumed
- ‡ Interim since reduced, passed or deferred
- ‡‡ Tax-free to non-residents on application
- ♦ Figures or report awaited
- ♦ Not officially UK listed; dealings permitted under rule 535(4)(a)
- ♣ Free annual/interim report available, see details below.
- ✱ USM; not listed on Stock Exchange and company not subjected to same degree of regulation as listed securities.
- ‡‡ Not officially UK listed; dealings permitted under Rule 535(2)
- § Price at time of suspension
- ¶ Indicated dividend after pending scrip and/or rights issue; cover relates to previous dividend or forecast.
- ♦ Merger bid or reorganisation in progress
- § Forecast dividend; cover based on earnings updated by latest interim statement.
- ♠ Unregulated collective investment scheme.

a Annualised dividend.
b Figures based on prospectus or other official estimates.
c Cents.
f Flat yield.
g Assumed dividend.
h Assumed dividend after scrip issue.
m Interim higher than previous total.
n Rights issue pending
q Earnings based on preliminary figures.
s Dividend excludes a special payment.
t Indicated dividend: cover relates to previous dividend.
u Forecast, or estimated annualised dividend rate, cover based on previous year's earnings.
v Not subject to ACT.
z Dividend includes a special payment: Cover does not apply to special payment.
E Auction basis
F Dividend based on prospectus or other official estimates for 1994-95.
G Assumed dividend after pending scrip and/ or rights issue.
H Dividend based on prospectus or other official estimates for 1993.
K Dividend based on prospectus or other official estimates for 1992-93
L Estimated annualised dividend, cover based on latest annual earnings.
M Dividend based on prospectus or other official estimates for 1993-94.
N Dividend based on prospectus or other official estimates for 1992.
P Figures based on prospectus or other official estimates for 1994.
Q Gross.
R Forecast annualised dividend, cover based on prospectus or other official estimates.
T Figures assumed.
W Pro forma figures.
Z Dividend total to date.

Abbreviations:
xd ex dividend;
xc ex scrip issue;
xr ex rights;
xa ex all;
xd ex capital distribution

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FT Share Service

The following changes have been made to the FT Share Information Service: Additions: Pilkington Warrants (Bld Materials), Phonelink (Electronics), First Spanish Cv Warrants (Inv Trusts) and Inveresk (Pckg & Paper). Deletions: Wheway (Eng General), CST Emer Asia Ord And Warrants (Inv Trusts), Thames TV (Media) and Forsayth (Mines).

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4 pm close July 9

NEW YORK STOCK EXCHANGE COMPOSITE PRICES

1993 High	Low	Stock	Div	Yld. %	P/ E	Sls 100s	High	Low	Close Quote	Chng Prev. Close
14⅝	11½	AAR Corp	0.48	3.5	25	136	13⅞	13½	13⅝	
29⅝	20	A L Labs A	0.18	0.7	45	191	26	25¾	25¾	-¼
63⅞	34⅝	AMP Inc	1.60	2.6	22	1623	61⅝	61¼	61¼	-¼
72¾	55½	AMR			9	2325	61⅞	61	61½	-⅜
2¾	1⅜	ARX			17	630	2⅝	2⅝	2¾	
51½	29⅞	ASA	2.00	4.2	31	625	48⅝	47¾	48⅛	-¼
30¾	22⅝	Abbott Lab	0.68	2.7	18	16009	25⅝	24¾	25¼	-½
12⅞	10¼	AbitibiPr	0.50	4.8	4	5	10½	10½	10½	
14⅛	8¼	Acapulcain			216	723	13	12¾	13	+¼
32	25½	ACE Ltd	0.40	1.4		668	29	28⅝	29	+⅜
11⅞	10¾	ACM Gvt In x	0.96	8.1		432	u11⅞	11¾	11⅞	
10	9¼	ACM GvOpp x	0.80	8.1		78	u10	9¾	9⅞	
9⅝	8¾	ACM Gvt Sp x	0.80	8.4		194	9½	9⅜	9½	+⅛
11⅞	10½	ACM Gvt Se	0.96	8.3		1574	u11½	11¼	11½	+¼
11⅛	9⅝	ACM Man x	1.08	9.7		279	u11⅛	11	11⅛	
9⅝	8⅝	ACM Mngd x	0.72	7.8		132	9¼	9⅛	9¼	+⅛
12¼	7¾	Acme Cleve	0.40	3.3	15	294	u12⅜	12	12	-¼
9¼	6½	Acme Elect			258	4	7¾	7¾	7¾	-⅛
24¾	18⅜	Acordia	0.44	1.9	13	84	22⅝	22½	22⅝	-⅛
16	10⅜	Acuson			12	102	11⅝	11½	11⅝	
22¾	19⅝	Adams Expr	0.48	2.3	1	97	20¾	20½	20¾	+¼
66	45½	Ad Micro	3.00	5.5		47	55⅝	54½	54½	-¼
32¾	17⅝	Ad Micro P	3.00	12.1	9	4361	25⅛	24¾	24⅞	+⅛
7¾	6½	Advest Grp	0.16	2.7	9	227	5⅞	5¾	5⅞	+⅛
24¾	16	Advo Inc	0.08	0.4	20	128	18½	18½	18½	+¼
49⅞	41⅛	Aegon ADR	2.95	6.6	9	42	44¾	44⅛	44¾	-⅛
58⅛	43⅝	Aetna Lf	2.76	4.9	143	1620	u56¼	55¾	55⅞	-⅛
14½	11½	Ahll A	0.26	1.9	32	2684	13⅞	13¾	13⅞	
32¼	28⅛	Aflac	0.40	1.4	15	911	29¼	28⅝	29	-¼
22⅛	18¼	Ahmanson	0.88	4.7	22	3479	18¾	18⅝	18¾	+¼
7¾	4	Aileen Inc			7	671	4⅜	4⅜	4⅜	+¼
48½	37½	Air Pr Chm	0.92	2.3	18	1604	40⅞	40	40½	+½
28½	18⅛	Airbne Frt	0.30	1.4	65	1014	22	21⅜	21⅝	-⅜
34⅛	18¼	Airgas Inc			39	181	32⅜	32	32⅜	-½
15⅞	10½	Airlease	1.60	10.6	12	37	15¼	15⅛	15⅛	
105	101	AlaPwr8.16	8.16	7.9		z30	103	103	103	
108½	102½	Alab 8.28C	8.28	7.9		z10	105¼	105¼	105¼	
18	14¾	Alaska Air	0.20	1.4	2	1289	14⅝	14¼	14¼	-⅛
17⅞	14¼	Albany Int	0.36	2.1	121	11	17⅛	17	17	
28⅛	23½	AlCulvr B	0.26	1.0	18	77	25⅞	25¾	25⅞	
25¾	21¼	AlCulvr A	0.26	1.2	16	622	21⅞	21½	21¾	+⅛
59¼	46¾	Albertsons	0.72	1.4	21	1585	53	52	52⅝	+½
20⅝	16⅞	Alcan Alum	0.30	1.5	32	2570	19¾	19¼	19½	+⅜
50⅝	35¾	Alco Stand	0.96	2.0	20	239	48⅞	48¼	48⅜	-⅛
24⅝	19⅝	AlexBrown	0.50	2.1	8	163	23⅝	23½	23½	-⅛
28⅞	24	Alex Alex	1.00	3.7	24	330	27⅜	27⅛	27⅜	-⅛
23¾	17	Allegh Lud	0.48	2.2	24	648	21⅞	21⅝	21⅞	+⅛
53¼	46⅞	Allegh Pow	3.24	6.0	14	123	u53¾	53⅝	53¾	
46	29	Allen Gp	1.75	4.0		16	43⅝	43⅝	43⅝	
46⅛	25⅞	Allen Con	0.24	0.6	24	322	43⅞	43½	43½	-¼
28⅝	21¼	Allergan	0.40	1.7	14	694	24	23	23	-1
23¾	16⅜	Allnce Cap	1.36	6.5	18	230	21⅛	20¾	20⅞	-⅛
10¼	8⅞	Allnce Gl	0.18	2.0		105	9⅛	9	9	-⅛
24⅞	18¾	Alld Irish	0.92	4.0	14	2	23	23	23	
70½	57½	Alld Sig	1.16	1.7	18	3086	68⅞	68¼	68⅞	
11⅞	9⅞	AlstMunTr	0.78	6.9		158	u11⅞	11¼	11⅛	
8⅞	7½	AlstInOp	0.63	7.3		401	8⅝	8½	8⅝	
10½	8⅛	AlstMuInc	0.72	7.7		139	9⅜	9⅜	9⅜	
10¾	8⅞	AlstMnInc	0.60	5.9		21	10⅛	10	10⅛	
53⅞	45¾	Alltel Crp	1.60	2.9	20	840	u54⅞	53½	54⅝	+1⅛
7⅞	4¾	Alumax			14	327	4⅞	4¾	4⅞	
78⅞	58	Alcoa	1.60	2.2	230	1676	71⅝	70	71½	+1¼
47⅛	23	Alza Cp A			26	4131	25⅛	24¾	25¼	-⅛
12¼	10⅞	AmGovInc	0.96	8.2		121	11⅝	11⅝	11⅝	
8	5¾	Am Precis	0.24	3.8	20	50	6¼	6⅛	6¼	
24¾	16	Amax	0.40	1.7	9	1439	23⅜	23⅛	22⅞	-⅛
10½	6⅞	Amax Gold	0.06	0.6	180	1602	9⅞	9½	9⅝	-⅛
22½	15½	Amcast Ind	0.48	2.7	11	107	17¾	17½	17⅝	-⅛
56¾	43¾	Amerada He	0.60	1.2	114	3600	49	47⅞	49	+⅝
10¼	9¼	Am Adj R	0.53	5.4		145	9⅞	9¾	9¾	-⅛
17¾	11¼	Am Barrick	0.02	0.1	28	3837	u17⅝	17½	17⅝	
40⅝	28⅞	Am Brands	1.97	5.8	7	4236	34⅛	33½	33⅞	
21¾	16½	Am Build M x	0.50	3.0	11	287	16¾	16⅝	16⅝	+⅛
31	24	Am Bus Prd	0.73	2.8	13	24	25⅞	25½	25½	-⅛
8¼	7⅜	Am Cap Inc	0.77	9.3		116	u8¼	8⅛	8¼	
21⅞	20	Am Cap Bd	1.54	7.6	35	29	20¼	20⅛	20⅛	-⅛
22⅞	20¼	Am Cap CV	1.16	5.0	6	10	u23	22⅞	23	+⅛
58¾	46	Am Cyanamd	1.75	3.3	11	1053	53	52½	53	
38½	32	Am El Power	2.40	6.4	14	1702	38	37⅝	37¾	
32¼	22⅞	Am Express	1.00	3.2	38	7745	31⅛	30⅞	31	+⅛
33¼	27¼	Am Genl Cp	1.10	3.5	12	1613	31⅛	31	31	-⅛
9¾	8⅛	Am Govt In	0.77	8.3		89	9⅛	9¼	9¼	
28⅜	16⅞	Am Hlth Pr	2.22	9.1	31	413	25	24½	24½	-⅛
25⅜	19¾	Am Heritge	0.60	2.7	16	z100	22⅛	22⅛	22⅜	-⅛
69	58½	Am Home Pr	2.84	4.5	13	1808	63⅞	63⅛	63⅛	-¼
2½	2	Am Hotels	0.75	33.3	11	10	2¼	2¼	2¼	
133½	110⅛	Am Int Gr	0.40	0.3	16	2103	u133⅞	132½	133⅛	+⅞
½	0.24	Am Intrnl			0	155	¼	d0.24	¼	
1⅝	⅞	Am Intl Pf	2.00	177.8		5	1⅛	1⅛	1⅛	
12¼	11	Am Opp Inc x	1.00	8.7		158	11⅝	11⅝	11½	
57⅛	37⅝	Am Presdt	0.60	1.2	11	150	50⅞	50½	50¾	
9½	6⅞	Am Real Es	0.50	5.8	8	128	8¾	8⅝	8⅝	+⅛
2⅝	1⅛	Am Ship Bd			2	27	2⅜	2¼	2¼	
46¼	39¼	Am Stores	0.80	1.8	13	696	44⅞	44⅛	44¼	-⅛
69⅞	50⅞	AT&T	1.32	2.1	21	6982	62	61½	61⅞	-⅜
20	18½	Am Watr 5%	1.25	6.5		z100	19⅜	19¼	19⅜	
28	24⅝	Am Watr	1.00	3.7	13	228	27¼	27⅛	27¼	+⅛
81	70⅛	Ameritech	3.68	4.7	15	1602	78¼	77⅞	77⅞	-⅛
35	30⅞	Ameron Inc	1.28	3.7	13	7	u35	34⅞	34⅞	-⅛
17½	12⅞	Ametek Inc	0.68	5.0	15	3206	13½	d12⅝	13⅛	-⅜
58¼	48¼	Amoco	2.20	4.0	35	4580	55⅛	54⅝	54⅝	-1
10¼	6¾	AmpcoPitt	0.20	3.1	20	68	6⅝	6½	6½	
7⅞	5⅝	Amre Inc	0.12	2.0	9	275	6⅛	6⅛	6⅛	-⅛
35⅞	29⅝	Amsouth	1.16	3.5	12	161	33⅜	33⅛	33⅛	-⅛
4⅝	2⅜	Anacomp			9	111	2⅞	2¾	2¾	
44	25⅝	Anadarko	0.30	0.8	57	2144	40⅛	39⅞	40	

1993 High	Low	Stock	Div	Yld. %	P/ E	Sls 100s	High	Low	Close Quote	Chng Prev. Close
25⅝	19⅝	Baldor Elc	0.40	1.6	22	69	24½	24⅝	24½	
37¼	27⅞	Ball Corp	1.24	4.3	13	539	28¾	28¼	28¾	+⅛
12¾	6	Bally Mfg			180	8013	10⅝	9⅞	10½	+⅝
26⅝	22⅞	Baltm G&E	1.48	5.7	15	713	25⅞	25¾	25⅞	-⅛
9¾	6⅞	Balt Bnkcp	0.60	6.2	8	3312	9⅝	9⅛	9⅝	+⅝
61½	50	Banc One	1.40	2.4	16	3350	58	57¼	57⅞	
18½	11⅝	BancFlrda			9	109	18¼	18⅛	18¼	+⅛
28½	20⅞	BancoBil V	1.17	5.0	6	2098	23½	23⅜	23½	-¼
15	12⅞	BancoCentH	0.86	6.4	6	43	13½	13½	13½	
53⅞	42⅝	BcpHawaii	1.38	3.1	10	459	44⅝	44¼	44½	+⅛
2⅞	1¾	BancTexas			66	42	2	1⅞	2	+⅛
60¼	44¾	Bandag Inc	0.65	1.4	18	354	48¼	48⅝	47⅝	+⅛
55½	40½	BankAmerica	1.40	3.1	10	5446	45⅝	44¾	44⅞	-⅝
86½	71	Bank Bost	5.50	6.4		15	u86½	85	86½	
29⅛	20¼	Bank Bostn	0.40	1.6	11	4981	25⅛	24⅞	25¼	+¼
49½	40⅛	Bk Bostn P	3.04	6.2		10	u49⅝	49¼	49¼	
62½	50⅝	Bank New Y	1.52	2.5	12	1050	60¼	59⅝	60	-⅛
49⅝	43½	BankAm A	3.25	6.6		14	49⅜	49⅛	49¼	+⅛
87¾	75	BankAm B	6.00	6.8		13	u88	87½	88	+½
78	65¾	Bankers Tr	3.12	4.1	6	2195	u78	76⅝	77	-⅝
30	22½	Barclo ADR	0.90	3.1	100	35	29⅛	29	29	-¼
35¼	21¼	Bard (C R)	0.52	1.9	16	706	27¼	26½	26¾	-⅝
33	29⅞	Barnes Grp	1.40	4.4	68	3	31⅝	31⅝	31⅝	
50⅞	40	Barnett Bk	1.44	3.0	20	1189	48⅝	48	48	-⅝
8¼	5⅞	Baroid	0.20	2.9	28	356	7	6⅞	6⅞	-⅛
10⅞	4⅞	Battle Mt	0.10	1.1	18	4133	9½	9⅛	9⅜	+⅛
57½	47¾	Bausch Lmb	0.86	1.8	16	892	49⅞	48½	48⅝	-1⅛
32¼	27⅛	Baxter	1.00	3.7	14	20983	28	d26¾	26⅞	-1⅛
29⅞	24⅛	Bay St Gas	1.42	4.9	16	54	u29⅞	28⅞	29⅛	+⅛
25	22	Bd Tr 1830	1.72	7.2		37	24	23¾	24	+¼
24⅛	15¾	Bear Strns	0.60	2.6	6	1858	23¾	22⅞	23⅛	-⅝
50	45½	BearStPfA	2.77	5.7		20	49	48	49	+¼

1993 High	Low	Stock	Div	Yld. %	P/ E	Sls 100s	High	Low	Close Quote	Chng Prev. Close
24¾	20½	Bearings	0.64	3.0	74	113	21⅝	21½	21⅝	+⅛
25½	19¾	Beckman In	0.36	1.8	13	4278	20⅞	20½	20½	-¼
40¾	32⅝	Becton Dks	0.66	1.7	13	1669	38⅝	38⅛	38⅛	-⅜
35	26⅝	Belding Hy	0.64	2.1	34	54	30⅛	30	30	
59½	49⅝	Bell Atlan	2.68	4.6	17	2981	58⅝	58¼	58⅜	-⅛
14	9⅞	Bell Indus	0.40	2.9	21	209	13⅞	13⅝	13⅝	
67½	50⅝	BellSouth	2.76	5.0	16	1988	55⅝	55⅛	55¼	-½
49	38¾	Belo AH A	0.58	1.2	28	78	48⅛	47⅝	48⅛	-¼
27⅜	21	Bemis	0.50	2.2	20	118	22⅝	22	22⅝	-⅛
83	54	Benef 4.3P	4.30	8.9		z100	82⅛	82⅛	82⅛	-⅛
74⅛	62½	Benef	2.80	3.7	13	304	u75	74⅛	74⅞	+⅛
28⅞	18⅛	Benetton A	0.42	1.8	11	18	23⅝	23⅝	23⅝	-⅛
1⅜	⅞	Benguet B	0.04	3.2	8	628	1¼	1⅛	1¼	
14¼	11⅜	Berry Petr	0.60	4.8	31	113	13⅛	13	13⅛	+⅛
48½	32⅞	Best Buy			23	6564	42½	37⅛	41⅛	+3⅛
29⅞	25¼	Beth St 2.	2.50	8.7		5	28⅝	28⅝	28⅝	
57¼	50¼	Bethlhm Pf	5.00	8.8		10	56⅝	56⅝	56⅝	
20⅞	14⅞	Bethlhm St	0.40	2.2	5	1952	18⅛	17⅞	18	
62⅞	44	Betz Lab	1.48	3.1	17	218	48¾	44⅞	45⅛	-⅛
14¾	9⅝	Beverly En			176	1072	12⅝	12	12⅝	+⅛
28¾	16¾	Biocraft	0.10	0.4	65	388	28⅝	27⅝	27⅞	-1⅛
27⅜	21	Birmingm S	0.40	1.7	29	1071	23⅛	22	23	-⅝
22¼	18⅝	Black & D	0.40	1.8	24	2203	u22¼	21⅞	22	+⅛
28¼	24⅝	Black H PL	1.28	5.0	14	33	25⅝	25½	25½	-⅛
11	10⅛	BlckrckAdv	0.82	7.9		60	10⅜	10⅛	10⅜	+⅛
9½	8½	BlckrckInc	0.85	9.3		665	9⅛	9	9⅛	+⅛
10½	10	BlckrckTgt	0.80	7.8		350	10⅜	10¼	10¼	
42⅝	31⅞	Block H&R	1.00	2.8	20	809	35⅞	35⅜	35⅜	-¼
21⅞	15⅞	Blockbstr	0.10	0.5	26	6884	u21⅞	21½	21⅝	+¼
8½	7⅝	Blue Chip	0.80	9.6		113	8⅛	8⅛	8⅛	
13¾	8¾	BMC Ind			8	158	12½	12⅛	12⅛	+⅛
41	33⅝	Boeing	1.00	2.7	8	7751	37⅝	37⅛	37⅛	+⅛
27⅛	19½	Boise Casc x	0.60	2.6	5	1045	23⅛	22⅝	23⅛	+⅛
8½	4⅜	Bolt B & N	0.08	0.8	4	214	7⅞	7⅝	7⅞	+⅛
17⅛	10⅛	Bordn Chm	1.20	10.7	27	815	11⅜	11⅛	11⅛	-⅛
24⅝	12⅜	Bordn Ch U	1.24	7.8	15	893	16⅛	15⅞	16	
29⅛	17⅝	Borden Inc	1.20	6.6	10	2872	18⅝	18	18⅛	+⅛
19½	18⅝	Bostn Celt	1.25	6.7	21	24	18¾	18½	18⅝	
107	100⅝	Bostn Ed 8	8.88	8.7		z100	101	101	102	
24⅝	19⅞	Bowater	0.60	2.9		1368	20⅝	d19⅛	20½	+⅛
18⅞	13⅜	Brazil Fnd	0.27	1.6		37	17⅛	17⅛	17⅛	+⅛
39⅞	32⅛	BRE Prop	2.40	6.9	11	198	35⅛	34⅞	35	
68⅝	46⅝	Briggs & S	1.76	2.7	15	333	66⅜	65⅛	65½	+¼
37	27.30	Brinkerint				228	36	35⅛	35⅞	+⅛
67¼	53	Bristol M	2.88	5.0	18	22188	58⅝	57⅞	58⅛	-⅛
48½	40	Brit Airwy	3.00	6.7	12	352	44⅝	44⅜	44½	+⅛
48¾	40⅝	Brit Gas	2.70	6.3	10	47	44	43⅝	43⅞	
60¾	42⅛	BP ADR	1.98	3.7	153	5689	53⅝	53⅛	53⅝	+⅛
32	27¼	BP Prudhoe	2.38	8.4	9	153	28⅝	28½	28⅝	+⅛
15⅞	8⅜	Britt Steel	0.37	2.7	36	1646	13⅝	13⅛	13⅝	-⅛
67⅞	57½	Br Telecm	2.43	3.9	22	492	62⅝	61⅞	61⅞	-1⅛
41⅞	32⅝	Brooklyn U	1.96	4.9	15	196	41	40⅝	40⅝	-⅛
33⅞	28⅞	Brown Grp	1.60	5.2	17	84	30⅝	30⅛	30⅛	-⅛
9⅝	6⅞	Brown&Shrp	0.32	3.9	6	16	8⅛	8⅛	8⅛	
88¾	75⅛	BrwnFormnB	2.72	3.1	15	237	88⅝	87½	87½	-1⅛
28⅛	19⅛	Browning F	0.68	2.5	22	3147	27⅛	26⅞	27	+⅛
4⅛	3⅛	BRT			4	198	4⅛	3⅞	3⅞	
17¼	12⅝	Brunswick	0.44	3.5	30	1110	12⅝	12⅜	12⅝	
17⅛	11	Brush Well	0.20	1.7	25	64	11⅝	11⅜	11⅝	
38⅞	28⅛	Buckeye Pt	2.60	7.6	16	101	34	33⅞	34	+⅛
18½	14⅞	Bunker Hl	1.32	8.4	0	15	15⅝	15⅝	15⅝	
15	13⅛	Burger K I	1.48	10.1	17	25	14⅝	14⅝	14⅝	
28	20½	Burl Coat			15	51	23⅞	23⅝	23⅝	+⅛
58⅞	42	Burl North	1.20	2.3	16	1610	53	52¼	52⅞	+⅛
51⅝	36⅛	Burln Resc	0.55	1.2	20	2010	48⅛	47⅛	47⅞	+⅛
20⅝	15⅛	Burnham Pc	1.40	7.2	78	63	19½	19⅛	19½	+⅛

- C -

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NYSE COMPOSITE PRICES

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1993 High	Low	Stock	Div	Yld. %	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
22	15½	S Anita Rlt x	1.36	7.4	18	43	18½	18	18⅜	+⅜
20¾	18⅛	SCOR US Cp	0.32	2.0	203	20	16¼	16¼	16¼	
28	20	SPS Techno	1.28	4.6	20	31	27⅞	27⅛	27¾	+½
14½	12⅞	Sabine Rlt x	1.77	13.4	8	61	13¼	13	13¼	+1⅝
13¾	8⅞	Safecard	0.20	1.5	12	36	13½	13⅛	13⅛	-⅝
23½	16⅞	Safeg'd Sc			8	81	18½	18⅛	18⅜	+⅜
24¾	16¼	SafetyKln	0.36	2.1	24	2076	17½	17¼	17⅜	+⅛
16½	10⅞	Safeway			25	242	15⅞	15⅜	15¾	+⅛
3⅝	2	SafewayW95				24	3⅜	3¼	3⅜	+⅛
44½	37½	StJoePaper	0.20	0.5	95	44	40¼	40	40	-⅛
37¾	31	StJoeL&P	1.76	5.0	14	5	35⅝	35½	35½	
83¼	75	St Paul's	2.80	3.4	13	1366	u83¾	82⅛	83½	+1
11⅝	7⅞	Salant Crp			7	54	11⅛	11	11⅛	-⅛
75¼	39⅞	Sallie Mae	1.20	2.8	9	4265	43	41½	41⅝	-⅞
13⅞	13	Salomon Br	0.36	2.7		443	13½	13⅜	13⅜	
41⅞	34	SalomonInc	0.64	1.7	20	1687	38⅞	37¾	38⅝	+⅜
26⅞	23¼	SanDgo G&E	1.48	5.6	14	695	26⅛	26⅛	26⅛	
4⅜	3½	SantaFeEDu	0.40	10.0	200	16	4	3⅞	4	+⅛
11⅞	9⅛	SantaFeEts	0.16	1.7	982	374	9¾	9½	9⅝	
40¾	35¾	SantaFePac	2.80	7.3	13	24	38⅜	38⅛	38⅜	
18½	12¾	SantaFeSth	0.10	0.6	19	1567	17¾	17½	17½	-¼
31⅛	23⅞	Sara Lee	0.58	2.4	17	4714	24⅝	24⅛	24¼	-¼
48⅞	40⅛	Scana Corp	2.74	5.7	15	66	u48⅞	48¼	48⅜	+⅛
24⅞	21½	Scecorp	1.42	5.9	14	1817	24	23¾	23⅞	-⅛
38⅞	20⅞	ScheranRP			24	293	29⅞	29½	29¾	+⅛
70⅞	51¾	SchergPl	1.60	2.7	17	3880	67⅞	66¾	67¾	+¼
68⅞	55⅜	Schlberger	1.20	1.8	23	2894	62¾	61⅞	62¾	+¾
29⅜	16½	Schwab(C)	0.20	0.7	19	1263	u29⅞	28¾	29⅛	-¼
7¾	5⅝	Schwitzer			27	99	6⅜	6⅛	6⅜	
35	17¾	ScientAtln	0.12	0.4	47	834	29¾	29½	29¾	+¼
13¼	9⅛	Scotsman	0.10	0.9	12	624	11½	11⅛	11½	+¼
41	31¾	ScottPaper	0.80	2.5	16	1343	32½	31⅞	32⅛	-¼
20⅞	14¼	ScuddrNAsF	0.21	1.0		178	u21	20⅞	20⅝	
9⅞	7½	ScuddrNEsF	0.16	1.6		207	u9⅞	9¾	9⅞	
31½	16	SeaContB	0.70	2.7	8	148	25¾	24	25¾	+1¼
16⅝	15	SeaC1.4625	1.46	9.2		17	16⅛	15⅞	16⅞	-⅛
30⅜	24½	Seagram Co	0.56	2.2	17	1238	26⅛	25⅞	25⅞	-¼
30	15	Seagull En			107	787	29½	29	29⅛	-⅛
26	21	Sealed Air			21	169	24½	23⅞	24¼	+⅝
18½	15	SPX Corp	0.40	2.5	10	43	16	15¾	16	+¼
58¼	43⅞	Sears Roeb	1.60	2.7	6	17737	u58⅜	57⅞	58¼	+¼
13¾	12⅞	Seligm Sel	0.84	6.3		140	13⅜	13¼	13¼	-⅛
45	30	Sensormat	0.30	0.8	27	1676	38⅜	37⅝	37½	-⅞
32⅞	18	Sequa A	0.60	2.0	38	1221	30¾	29¾	30¼	+½
34	17¾	Sequa B	0.56	1.8	18	10	31	31	31	-½

NASDAQ NATIONAL MARKET

4 pm close July 9

AMEX COMPOSITE PRICES

4 pm close July 9

MONDAY INTERVIEW

Optimist's upward curve

Daniel Tully, chairman of Merrill Lynch, talks to **Patrick Harverson**

A golf club rests against a table, pictures of his family adorn the walls, but no stock market computer screens clutter the desk of the chairman of America's most powerful financial company.

Mr Daniel Tully, who a week ago took over the helm of Merrill Lynch, the largest securities house in the US, does not fit the popular image of Wall Street's elite.

Instead of the intense, blue-blooded financier that people might expect to run one of the nation's largest investment banks and securities houses, Mr Tully is a big, cheerfully confident Irish New Yorker, the son of a dockside steam-fitter from the borough of Queens.

He believes his Irish heritage has helped him to manage a big company with a large number of staff. "The Irish have a certain empathy, compassion and a willingness to put themselves in the other person's shoes."

He admits that, when he started in the securities business in 1955, he knew nothing about stockbroking. Neither, it seems, did his mother. Laughing at the memory, he says: "When I got the job that day, and went home and told my mother that I had a job with Merrill Lynch, Pierce, Fenner & Beane, she said: 'That's great son. I always knew you would do well in the advertising business.' "

While he might not have done well in advertising, the 61-year-old Mr Tully has thrived in stockbroking. After joining Merrill's accounting department, he worked up through the firm's broking workforce, moving to the New York head office in 1976.

Six years later, Mr Tully was made head of the firm's private client business, and in 1985 he was appointed president and chief operating officer. From 1985, he ran Merrill with his long-time friend and partner, Mr William Schreyer, who was chairman until his retirement two weeks ago.

During Mr Tully and Mr Schreyer's tenure, Merrill has grown from one of several dominant firms on Wall Street, to *the* dominant force. Today, the firm is pre-eminent in almost every area of the US capital markets – its brokers earn more commissions than any other firm, its investment bankers underwrite the most corporate stock and bond issues, and its investment managers handle more client assets than any financial institution except Fidelity, the mutual funds group.

Despite the firm's growth, Mr Tully's stint at the top has not been problem-free. In the latter part of the 1980s, Merrill's rapid expansion left it with an average return on equity of only 10.8 per cent, well below the industry average of 15 per cent and in 1989 it made a loss of $213m (£142m).

At the time, Mr Tully and Mr Schreyer were criticised for allowing Merrill to get badly out of shape. Critics and analysts argued that the duo were great salesmen, but lacked the modern management skills to guide a giant securities house into the 1990s.

The two responded with a three-year cost-cutting programme, which shrank Merrill's workforce from 50,000 to just over 40,000. Mr Tully patrolled the firm's offices, slapping small red dots on equipment and furniture that he believed was surplus to Merrill's needs.

Today, the red dots have gone but, says Mr Tully, the attention to cost control has not. Merrill employs what its chairman calls the "burden of proof" policy, which regularly asks every unit to justify why it should remain part of Merrill Lynch. Mr Tully says: "The burden of proof is on that organisation to come back to us and sell management on why they are critical and integral to our long-term strategy and success." If the management is not convinced, out comes the axe.

While retreating from some businesses, Merrill has been expanding in others – most notably asset management. In common with other big Wall Street firms, Merrill wants to build up its fee-based revenues as an insurance against the volatility of its more cyclical businesses such as trading, broking and underwriting.

Today, Merrill's recurring revenues cover half of its fixed costs. Mr Tully wants all of the fixed costs covered by the end of the decade. If that target is reached, Merrill's earnings from broking commissions, trading and investment banking would be pure profit.

Back in 1955, when Mr Tully joined Merrill, broking commissions represented virtually all of the firm's earnings.

'I don't think the future has ever been brighter'

Twenty years later, however, the industry abandoned fixed broking commissions and Merrill, like many Wall Street firms, decided to offer a broader range of services to clients and lock them into long-term relationships.

Consequently, the Merrill of the 1990s is much more than a broker. It is a large financial services supermarket. It offers individual and corporate clients everything from banking-type products such as cash accounts, cheque books and mortgages, to services such as insurance, business loans, stockbroking, investment management and high-tech corporate finance.

PERSONAL FILE

1932	Born in Queens, New York.
1953	Graduated from St John's University, New York.
1955	Started at Merrill Lynch.
1959	Account executive in Stamford, Connecticut.
1970	Manager of Stamford office.
1976	Individual sales director, head office.
1982	Executive vice-president and head of Individual Services Group.
1985	President and chief operating officer.
1992	Chief executive.
1993	Chairman.

Mr Tully thinks that the firm should follow the clients' needs, rather than the other way round. "The logic is, if you focus on your clients, then you change along with them as they go through their life. It's a recognition that the only constant is change."

This attention to the client, he believes, has turned Merrill into the country's biggest securities house. In spite of the firm's size and the complexity of its business, Mr Tully has always adopted a style of management that is straightforward, upbeat and reminiscent of another Irish American, former President Ronald Reagan.

Mr Tully says: "I think you could liken my style, absolutely, to a Ronald Reagan; that is, someone who has vision, principles and who will not get mired down in the details. That does not mean you don't have a great knowledge and understanding of the business, but it's built on mutual respect and trust and the dignity of fellow-individuals. You've got to believe that from the bottom of your mind and heart. I believe it. I trust people."

He trusts his senior managers to get on with managing the firm while he travels, meeting clients and employees. Slipping into one of his many anecdotes, he says: "At a recent conference someone said to me: 'Mr Tully, how can you manage forty-some thousand people, and $120bn of balance sheet?' I said: 'I don't. It's 11.15am and I haven't spoken to my office yet.' I said: 'Someone is managing 40,000 people, and a lot of people are managing the balance sheet.' Part of my executive responsibility is to set priorities, allocate resources and set the tone and principles which will guide us through the good times and the bad."

He comes down hard, however, on employees that abuse his trust. "If you go outside the parameters," he says, making a slicing motion across his knees with his hand, "I'm not very tolerant."

Otherwise, he seems a tolerant man and, despite his avowed fondness for former President Reagan, broadly supportive of the current Democrat president. "I applaud President Clinton's deficit-reduction goal, but would prefer it if he accomplished more through spending cuts rather than tax increases." In particular, he is disappointed that there is little in Mr Clinton's economic policy that encourages savings and investment.

Mr Tully is extremely positive about the US, despite the country's economic and social problems. Asked if the American dream has fizzled, he answers vehemently: "Hell no. I don't think the future has ever been brighter. You look at all the trends in the United States, and you might see a little ripple, but the long-term trends are extremely positive. Every chart I look at starts in the lower left-hand corner and goes to the higher right-hand corner."

Sitting in his spacious office, with its view of the river, and those twin symbols of hope – Ellis Island and the Statue of Liberty – Mr Tully is the embodiment of the American optimist. There is nothing wrong, he says, with being an optimist. After all: "I've never met a rich pessimist."

President Clinton's economic Jeeves

MICHAEL PROWSE
on
AMERICA

It may seem absurd to compare Mr Robert Rubin, the director of the White House National Economic Council, with Bertie Wooster's fictional manservant Jeeves. Yet in a town over-populated with brash, assertive personalities, his self-effacing, low-key demeanour really does bring the omniscient Jeeves to mind.

Gleefully playing up Mr Rubin's deferential style, the *Washington Post* recently reported his habit of prefacing his rare interjections in White House meetings with the words "in my humble opinion." One can almost imagine him presenting economic options to Mr Clinton on a silver platter: although he knows 10 times as much about finance as the president, he apparently hesitates to indicate a strong preference for one policy over another.

Mr Rubin's apparent lack of ego is seen as especially puzzling given that he has spent his working life on Wall Street. One of the most successful arbitrageurs of his generation, he ended up as a co-chairman of Goldman Sachs, the investment bank. Last year he reported earnings of $26.5m (£17.6m), making him unusually wealthy, even by the standards of Mr Clinton's well-heeled Cabinet.

During a 40-minute interview in his panelled office in the west wing of the White House, Mr Rubin stuck resolutely to his type-casting. I could not get him to express a really strong opinion about anything, even off the record. When asked for his personal views, he tended to reply by deftly outlining the president's policies on the topic in question.

Yet as director of the NEC, Mr Rubin is potentially the most powerful economic official in Washington. He co-ordinates the activities of all the other economic agencies and enjoys daily access to the president; more than anybody else, he is the prism through which Mr Clinton views the economic world. Yet he rejects flatly any suggestion that he has a specially important role. He is certainly not Mr Clinton's economic chief of staff, he says, because that would imply the heads of other agencies report to him, which they do not.

Does he accept the common criticism that he is too reluctant to express his own views on policy issues?

"People say that. I really think it's not correct. What you have to do in this job is to perform your co-ordinating function with real intellectual integrity so that everybody feels their views are laid out fully and fairly. Then, separately, you can express your own personal views...I don't thump tables but I don't feel any reticence about coming forward with my views."

Whatever he says, it is hard to believe that Mr Rubin does harbour strong personal views on economic policy. What really seems to excite him is teamwork and the process of brokering agreements. In helping devise the US's new hard-nosed trade policy towards Japan, for example, Mr Rubin got "seven, eight, maybe 10 agencies around the table." The marathon debate that ensued was apparently unprecedented in that policies towards Japan have usually been fashioned independently in particular agencies, such as the treasury, state or commerce departments.

Yet it was typical of Mr Rubin's mission at the NEC, which is to bring to economic policy-making the kind of coherence and co-ordination that has long characterised foreign and diplomatic policy. The NEC is thus consciously modelled on the National Security Council and Mr Rubin regards his role as precisely analogous to that of Mr Anthony Lake, the national security adviser.

Mr Rubin's council has undoubtedly played an important role in formulating budgetary and trade policy. But quite how far its influence will ultimately stretch remains unclear. During the election campaign, there was speculation that a Clinton administration would move beyond traditional macroeconomic policies and take an active interest in the performance of individual industries, especially in high-tech sectors. Does Mr Rubin personally have faith in "industrial policy."

I expected – and got – an equivocal response. "Industrial policy is a funny word," he says. "To 100 people it will mean 200 different things – everybody has at least two different definitions in mind." However, he believes there may be "externalities" that could justify a more active government role in some areas. He will not elaborate because he does not want to prejudge the outcome of the few sectoral studies currently under way. Characteristically, all he can promise is that a premium will be placed on inter-departmental co-operation. "There will be Laura [Tyson], Bob Reich, Lloyd Bentsen, Leon [Panetta] and myself – and others – sitting at the table and working it out together as opposed to something happening in one agency that others don't agree with."

Mr Rubin is urbane, courteous and, above all, non-ideological. His self-effacing style is a breath of fresh air in Washington and has gone down well with more overtly ambitious colleagues. He deserves credit for striving to create a more rational and co-operative policy making apparatus. But whether his committee system, which gives a voice to all interested parties in the federal government, will produce effective policies remains an open question. Unless the NEC's able director provides a stronger sense of direction, some observers worry it will end up producing camels.

No nukes is good nukes

IAN DAVIDSON
on
EUROPE

David Gergen and the other news manipulators did a fine job for their political masters at the meeting of the Group of Seven leading industrial nations in Tokyo last week. They got great headlines for the "agreement" on a Gatt deal, for the group's hypocritical words on Bosnia, for the $3bn (£2bn) aid package for Russia. Considering that the meeting had gathered amid a general consensus that the G7 was a busted flush, and the seven leaders the most discredited bunch in recent history, this was quite an achievement for the spin merchants.

A by-product of this was that the news managers were able to downplay one of the most serious items on the G7 agenda: the prospect that the world is on the threshold of an ominous, and quite possibly dangerous, proliferation of nuclear weapons. The issue is mentioned in the final communique, but in such deadpan terms that it remained safely on the inside pages.

The first and most immediate cause of anxiety is Ukraine, which after long debate now seems determined to hang on to at least some of the 176 strategic nuclear missiles which were part of the Soviet arsenal and happened to be based on Ukrainian territory. This could jeopardise the radical US-Russian nuclear arms reductions treaties signed only six months ago; but it could also give new and dangerous encouragement to other countries to acquire nuclear weapons.

Then there is North Korea, which is probably engaged on building up its own nuclear weapons capability, in defiance of its commitment not to do so under the multilateral nuclear Non-Proliferation Treaty (NPT). This is a particularly disturbing break-out by a hard-line, communist and militaristic country. Last week in Tokyo, Japan made it clear that it would regard a nuclear-armed North Korea as a serious threat to its national security. Japan could probably build nuclear weapons and their delivery systems in very short order, if it decided to go down that road. So if North Korea becomes a nuclear weapons state, we should assume that Japan will, too.

Whether anything can be done to stop North Korea is uncertain. The Americans have been trying diplomatic arm-twisting in bilateral talks, apparently with only modest success: Washington is now talking of international sanctions.

Ukraine has not stated unambiguously its intention to become a nuclear weapons state; but that seems the direction it is heading. President Leonid Kravchuk said last week that the nuclear missiles should be declared "national property" (whatever that means) – until they are destroyed. Prime Minister Leonid Kuchma went further, and said that Ukraine should formally proclaim itself a nuclear weapons state – until the weapons are removed and destroyed. In the meantime, US intelligence suspects that the Ukrainians are working on the electronic codes which control the missiles, and may be able to crack them in the not-too-distant future.

Ukraine's fundamental objectives remain ambiguous, because the political class is divided. Sometimes it seems they are just using the missiles as bargaining counters, to get more financial aid from the west; such an objective can only have been reinforced by the Tokyo meeting, which offered $3bn to Russia but nothing to Ukraine. But sometimes it seems they regard the missiles as a security guarantee against possible Russian aggression; and would only give them up in exchange for a security guarantee from the west. If that is the bottom line, Ukraine will keep the missiles, because the west will not give such a guarantee.

In the meantime, Ukrainian foot-dragging is blocking the implementation of the second Strategic Arms Reduction Treaty (Start-II) agreed only six months ago by George Bush and Boris Yeltsin. That agreement should reduce the long-range nuclear arsenals of Russia and the US by about two-thirds, from some 11,000-12,000 warheads each to about 3,500 by early next century. But this treaty cannot go into effect, because Ukraine has not ratified the previous Start-I treaty of 1991 on which Start-II is built.

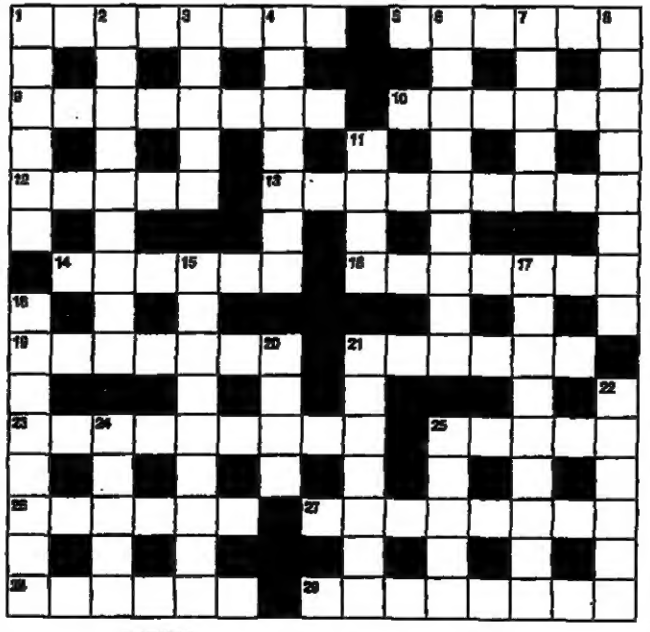
But if nuclear proliferation by Ukraine is a by-product of the disintegration of the Soviet Union, it may be part of a more general pattern. Kazakhstan is another republic with some former Soviet weapons; but whereas Kazakhstan has ratified Start-I, it has not signed the NPT as a non-nuclear weapons state. Iraq's incentive to go nuclear has been intensified by the end of the cold war, since it can no longer rely on Soviet military support against the west. Even North Korea may see the end of the cold war as a reason to build up its national "security".

As a result, the official nuclear powers are urgently trying to rebuild the political credibility of the non-proliferation regime. President Bill Clinton has extended the US moratorium on nuclear testing for another 15 months, and Russia and France have both given their support to a comprehensive test ban. The UK government does not share their enthusiasm, but has enough sense not to object.

The probable collapse of the non-proliferation dyke will have far-reaching consequences. If nuclear weapons are no longer restricted to the very few, those who used to claim to be the only legitimate members of the nuclear club will need new justifications for their political privileges, starting with permanent membership of the UN Security Council. Sooner or later, Germany and Japan must get permanent seats, and it would be better if they did so without acquiring nuclear weapons. Britain and France should make a virtue of necessity, and urge their admission.

CROSSWORD

No.8,199 Set by QUARK



ACROSS

1 State of mind after batting? You need to inject enthusiasm (8)
5 Relatively reckless one could get a grilling (6)
9 Thus possibly usurps one with gloomy disposition (8)
10 Artist comes back into row for list of charges (6)
12 Box one with the clubs, say (5)
13 Trial and goal unsettled this river dweller (9)
14 Small person encountered round new dig (6)
16 US store dealing in Indian silk (7)
19 The way lathe turns in an underhand procedure (7)
21 With reference to name, speak out (6)
23 25 across will maybe acquire it (9)
25 One likely to see the light? (5)
26 Holder of post that ought to be dealt with (2-4)
27 In favour of benefit the north abandoned (8)
28 King leading a charge in kind of combat (6)
29 Transport centre when reorganised introducing a bit of noise (8)

DOWN

1 Tick in school? (6)
2 Extract. Result of dentist's work? (5,4)
3 Absolutely not the first to make suggestion (5)
4 Second of the present month (7)
6 Ealing comedy's beginning as riotous as anodyne (9)
7 Included in doubts – 10 heavyweights coming up in lift! (5)
8 Improved cast in the plant (8)
11 It could be in a block lacking excitement (4)
15 Girl left boy with bit of tendency to flirt (9)
17 Direct KO puts one out (9)
18 This character is a star in print (8)
20 A hard fall (4)
21 Adversely criticise the detailed analysis (3-4)
22 Sulphide ore not quite mixed thoroughly (6)
24 Unmitigated state (5)
25 Person half grasps old style brain-teaser (5)

The solution to last Saturday's prize puzzle will be published with names of winners on Saturday July 24.

Prices for electricity determined for the purposes of the electricity pooling and settlement arrangements in England and Wales.

1/2 hour period ending	Provisional Prices for Trading on 11.07.93 Pool purchase price £/MWh	Final Prices for Trading on 13.06.93 Pool purchase price £/MWh	Final Prices for Trading on 13.06.93 Pool selling price £/MWh
0030	20.35	20.39	24.26
0100	18.76	20.31	24.24
0130	16.78	33.00	38.00
0200	15.78	33.00	33.00
0230	16.76	18.05	18.05
0300	18.76	33.00	33.00
0330	18.74	33.00	33.00
0400	17.97	33.00	33.00
0430	16.50	33.00	33.00
0500	16.50	33.00	33.00
0530	16.80	33.00	37.85
0600	16.50	33.00	39.00
0630	17.98	33.00	37.71
0700	17.98	33.00	37.89
0730	16.77	33.00	37.55
0800	20.47	33.00	37.80
0830	20.98	20.78	24.65
0900	21.06	21.43	25.31
0930	22.02	21.61	25.48
1000	22.03	25.99	30.00
1030	24.10	23.51	27.36
1100	24.64	27.80	31.56
1130	28.96	29.74	33.79
1200	29.37	36.12	40.37
1230	33.00	36.12	40.92
1300	33.00	36.12	40.38
1330	24.96	36.12	40.42
1400	24.10	25.99	29.99
1430	21.50	23.51	27.42
1500	21.80	21.81	25.47
1530	18.10	18.09	18.09
1600	18.10	18.09	18.09
1630	18.11	18.08	18.08
1700	18.11	18.09	18.09
1730	18.24	21.49	25.27
1800	22.02	21.43	25.25
1830	22.02	21.43	25.24
1900	22.02	21.43	25.20
1930	21.50	21.81	25.29
2000	21.50	21.81	25.30
2030	21.50	21.43	25.18
2100	21.50	21.43	25.19
2130	22.02	21.43	25.17
2200	33.00	33.41	37.46
2230	33.00	36.00	40.08
2300	33.00	36.00	40.07
2330	28.45	33.00	37.13
2400	21.28	21.81	25.46

Prices are determined for every half-hour in each twenty-four hour period. Prices are in pounds per megawatt-hour, rounded to two decimal places. To convert prices to pence per kilowatt-hour the decimal point should be moved one place to the left, eg £16.88/MWh becomes 1.688p/KWh. Provision for the determination of pool prices is made in the Pooling and Settlement Agreements which govern the operation of the electricity pool in England and Wales. The Pool Purchase Price is the basis of the majority of payments made to generators in respect of electricity traded through the pool. The calculation of pool prices is a highly complex process the product of which is subject to revision or correction (and sometimes major alterations) until final pool prices are determined approximately twenty-four days after the day of trading. Accordingly, due to the possibility of their revision and/or correction, no reliance should be placed upon provisional pool prices for any day being the same as final pool prices for that day. Final pool prices are also capable of revision. Pool Selling Price is the price paid by purchasers of electricity under the pool trading arrangements. It is dependent upon the determination of Pool Purchase Price. Further information on pool prices is provided on behalf of the Pool by Energy Settlements and Information Services Limited. Anyone wishing to receive such information should telephone 0602-456789 between 8.30am and 5.15pm Monday to Friday.

Prices for electricity determined for the purposes of the electricity pooling and settlement arrangements in England and Wales.

1/2 hour period ending	Provisional Prices for Trading on 12.07.93 Pool purchase price £/MWh	Final Prices for Trading on 14.06.93 Pool purchase price £/MWh	Final Prices for Trading on 14.06.93 Pool selling price £/MWh
0030	21.06	21.61	25.85
0100	20.71	18.07	18.07
0130	20.25	18.07	18.07
0200	20.71	20.66	20.66
0230	20.71	18.07	18.07
0300	20.71	18.05	18.05
0330	20.47	18.05	18.05
0400	20.47	18.05	18.05
0430	20.47	20.66	20.66
0500	20.47	20.66	20.66
0530	29.00	18.05	18.05
0600	34.00	34.00	34.00
0630	40.75	34.00	34.00
0700	23.01	33.00	38.97
0730	27.50	24.84	30.19
0800	27.19	26.65	32.07
0830	28.03	28.78	34.89
0900	28.78	30.03	35.33
0930	33.84	30.32	35.68
1000	33.93	43.05	48.98
1030	34.01	43.04	48.96
1100	34.19	30.48	35.85
1130	34.44	42.03	47.94
1200	42.86	43.18	49.12
1230	42.65	43.05	48.95
1300	42.38	41.60	47.28
1330	28.67	29.96	35.09
1400	28.75	27.50	32.51
1430	28.06	27.09	32.06
1500	27.58	27.47	32.47
1530	28.29	27.47	32.46
1600	27.59	27.62	32.54
1630	34.82	35.75	41.02
1700	34.00	35.76	41.02
1730	34.81	35.66	40.92
1800	34.73	30.55	35.84
1830	27.51	26.82	31.80
1900	27.50	26.82	31.78
1930	25.02	24.84	29.73
2000	25.02	24.84	29.72
2030	27.50	23.90	28.75
2100	52.50	39.12	44.40
2130	34.00	39.12	44.35
2200	34.00	58.21	63.54
2230	35.00	58.21	63.70
2300	35.00	34.00	34.00
2330	20.50	22.99	22.99
2400	19.07	19.00	19.00

Prices are determined for every half-hour in each twenty-four hour period. Prices are in pounds per megawatt-hour, rounded to two decimal places. To convert prices to pence per kilowatt-hour the decimal point should be moved one place to the left, eg £16.88/MWh becomes 1.688p/KWh. Provision for the determination of pool prices is made in the Pooling and Settlement Agreements which govern the operation of the electricity pool in England and Wales. The Pool Purchase Price is the basis of the majority of payments made to generators in respect of electricity traded through the pool. The calculation of pool prices is a highly complex process the product of which is subject to revision or correction (and sometimes major alterations) until final pool prices are determined approximately twenty-four days after the day of trading. Accordingly, due to the possibility of their revision and/or correction, no reliance should be placed upon provisional pool prices for any day being the same as final pool prices for that day. Final pool prices are also capable of revision. Pool Selling Price is the price paid by purchasers of electricity under the pool trading arrangements. It is dependent upon the determination of Pool Purchase Price. Further information on pool prices is provided on behalf of the Pool by Energy Settlements and Information Services Limited. Anyone wishing to receive such information should telephone 0602-456789 between 8.30am and 5.15pm Monday to Friday.